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*Acquisition – 5-year Term · Industrial*



**CCIM** Southern Nevada  
CCIM Chapter

Dear Fellow Nevadan:

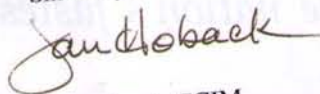
On behalf of the Officers, the Board of Directors and the membership and sponsors of the Southern Nevada CCIM Chapter, I would like to take this opportunity to thank the Nevada Business Journal for this incredible opportunity to spotlight our chapter and the CCIM Institute.

I am honored to be President of the Southern Nevada CCIM Chapter. It is my distinct pleasure to lead such a dynamic group of individuals who are committed to ensuring that CCIM is recognized as a significant participant in the Southern Nevada business community.

Together with the Officers and Board of Directors, we plan to build upon our successes and further strengthen the chapter. Our chapter will continue its commitment to fund local charities and its UNLV endowment, sponsor CCIM education and provide scholarship opportunities to its members.

I hope you enjoy this supplement and gain insight into the CCIM organization and the awesome leadership that makes the Southern Nevada CCIM Chapter rock!

Sincerely,



Jan Hoback, CCIM  
President  
Southern Nevada CCIM Chapter

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**On the Cover:** Past presidents of the CCIM Southern Nevada Chapter have contributed to making it a thriving and well-respected organization. Shown here are (left to right): Jan Hoback (current president), Andrew Levy, Barry Moore, Tom Naseef, Jack Rappaport, Lucinda Stanley, Charlie Mack and Soozie Jones Walker.

Photo: Opulence Studios  
Editorial Assistance: Ruth Furman





## CCIM SOUTHERN NEVADA ENHANCING VALUE FOR MEMBERS

*The fourth Wednesday of every month, a group of highly professional commercial real estate executives lunch at Lawry's Las Vegas. The Southern Nevada chapter is one of the nation's fastest-growing CCIM chapters.*

**W**hat sets CCIM apart from Southern Nevada's other commercial real estate organizations, board members say, is the caliber of the members and the opportunity to earn the highly coveted CCIM designation.

The CCIM Institute confers the Certified Commercial Investment Member (CCIM) designation to commercial real estate professionals through an extensive curriculum of 200 classroom hours, in addition to industry experience. There are 8,000 CCIMs in more than 1,000 markets worldwide. An additional 8,000 practitioners are currently pursuing the designation. The graduate-level curriculum addresses financial analysis, market analysis, user-decision analysis and investment analysis – the cornerstones of commercial investment real estate.


Courses are refined continually to keep pace with the dynamic industry, and all are taught by experienced CCIM designees – all successful practitioners who continue to excel in commercial real estate. CCIM Institute also sponsors a wide range of online continuing education courses that offer a concise overview of pertinent commercial real estate topics.

Lucinda Stanley, CCIM, CPM, is corporate broker/senior vice president for Shea Commercial's Las Vegas office and a long-time CCIM board member. She said her CCIM designation has "literally opened doors for me in a male-dominated arena, as well as affording me respect from my peers, since receiving such a designation is not an easy task and requires discipline, perseverance and hard work. It has also built my confidence level in dealing with multi-million dollar projects."

Stanley said the mission of the Southern Nevada CCIM board of directors is to "position the chapter as the premier commercial real estate organization for Southern Nevada by enhancing the value of the CCIM designation and increasing the number of designees and candidates through professionalism and educational excellence."

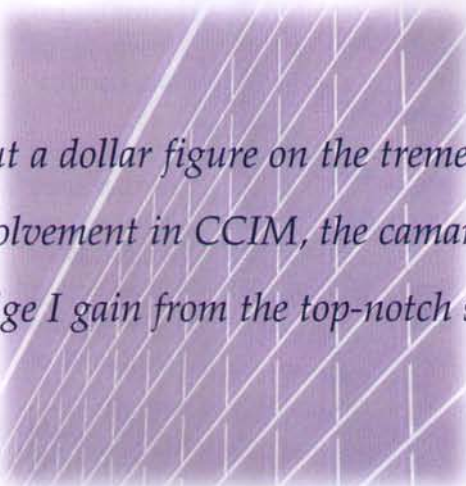
In addition to commercial real estate brokers, affiliate members include title companies, developers, banks and others. "They come to us because they work closely with commercial real estate brokers and we see their participation as a benefit," 2006 chapter president Jan Hoback, CCIM, of CB Richard Ellis said of the affiliate members. "If I need to use a title company or I need an SBA lender, I'm going to go to the CCIM directory. Most of our members are very loyal in that regard."





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*"I can't even put a dollar figure on the tremendous value I get from my involvement in CCIM, the camaraderie and the knowledge I gain from the top-notch speakers."*



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Board member Gregg Corlyn of First American Title is the chapter's longest-standing sponsor and has been recognized with awards for his contributions to the organization locally. Corlyn is vice president, commercial sales manager and national commercial service director for First American Title Company. An affiliate member, Corlyn said he has made numerous good friends and built plenty of new business through CCIM membership. "I can't even put a dollar figure on the tremendous value I get from my involvement in CCIM, the camaraderie and the knowledge I gain from the top-notch speakers," he said.

Local chapter board member Charlie Mack, CCIM, president of Mack Realty, is a member of the Nevada Real Estate Commission. Mack, also a board member for the national CCIM Institute, said,

"CCIM has done so much for me in my business. The education itself opens a lot of doors. Some of my best friends are CCIM designees in other parts of the country." A recent referral from a fellow CCIM member helped Mack close a land transaction worth \$9.5 million.

Mack said the CCIM designation is not for everyone. "It's for anyone who wants to learn more about their profession and wants to help their client in a way they are not doing now."



The CCIM designation may carry more weight in Las Vegas than other parts of the country, according to Mack. "The more competitive the market, the greater necessity there is for something that sets you apart from your peers," he said. "Getting more CCIMs in Las Vegas will increase the professionalism of commercial real estate here. If I am going to lose a potential client, I'd much rather lose them to another CCIM. That way, I know they will be well taken care of."

While the growth in Southern Nevada will continue, Mack predicts it will not sustain the red-hot pace of the last two years. "I see us transitioning from a seller's market to a buyer's market," he noted. Mack said commercial real estate executives are challenged to help their clients get the most value out of the property, and CCIMs are critically positioned to do that.



Local chapter board member Miriam Campos-Root, CCIM, vice president of Shea Commercial in Las Vegas, said the committee sponsors four separate week-long classes members can take in order to earn their CCIM designations. "As a CCIM designee you are put into the PhD of real estate," Campos-Root said. "It gives you the credentials to give your clients and customers an analytical and credible view on commercial investments. The designation gives you so much credibility and value in what you do. The knowledge and the

confidence in having that knowledge and being able to apply it are tremendous." The courses are taught by accredited instructors from across the nation. These instructors have to go through a training process, Campos-Root said.

Commercial Executives' Soozie Jones Walker, a chapter board member since 1988, calls CCIM one of the most respected organizations in the state. Jones Walker is dually designated as both a CCIM and an SIOR. The CCIM courses teach students to be proficient in all of

the different areas of commercial real estate. "Anyone can go out and get a real estate license," Jones Walker said. "That just means you can pass a test. The CCIM designation is so much more."

The week after Jones Walker earned her own CCIM designation, she received a call from an agent in another city who had a client looking to purchase real estate in Las Vegas. That one referral has brought in millions of dollars in business each year for Jones Walker. "Had it not been for my designation, I never would have received that referral," she noted.

Jones Walker frequently teaches courses to prospective CCIMs and recently had the opportunity to give her own daughter and business partner, Bobbi Miracle, her CCIM pin. Jones Walker has seen the Southern Nevada chapter grow from three designees to what will be well over 50.

Jones Walker commented on the tremendous synergy between CCIM members and the ease of networking. "CCIM makes it easier for us all to do business," she said. "Busy markets like ours breed sloppy work. When you can work with other professionals you know are well-trained and whom you see monthly, you have an additional confidence level."

Many of the CCIM designees have college degrees and higher education credentials. "They see this additional designation as valuable because CCIM education doesn't just teach you the theory; it teaches how to apply it," she said.

CCIM offers scholarships for tuition to members who show a commitment to continue on in the courses. "When you are first starting out in business, to be able to receive a scholarship can make a real difference," Jones Walker said.

## TitleOne

### New Company Makes Strides

In 2005, TitleOne, a locally owned title and escrow company, opened its doors to serve real estate specialists throughout the state of Nevada. Since then, the company, formed by a group of local professionals, has made strides to position itself as a "different" kind of title company.

One unique aspect is that TitleOne is one of a few employee-owned companies in Las Vegas. Its 18 team members are also owners of the company. Together, they bring a combined expertise spanning more than a century of knowledge in real estate and related industries.

TitleOne was one of the first title companies to offer products and services online. It offers such services as document recordation, escrow closing, title insurance, builder and developer services, assignment preparation and property information reports and guarantees. In addition, the company provides an original title automation process with access to the county assessor, and delivery service options for technological needs such as e-mail, on-line, fax or hand delivery.

While the employee-owned concept is unique, Guyan Long, vice president, commercial marketing team leader and owner, said the company's purpose is to please the customer. Long said, "Our team is committed to providing innovative and superior service to real estate professionals and consumers in the Las Vegas Valley."

The company has recently made plans to expand its presence throughout the city, with two TitleOne offices opening in Green Valley and Southwest Las Vegas. Tim Rogers, vice president, marketing team leader and owner, said the company does not plan to stop there. He said, "We opened our second office in January to better serve our clients in south Las Vegas and Henderson, and we have plans to open up a third office in 2006."

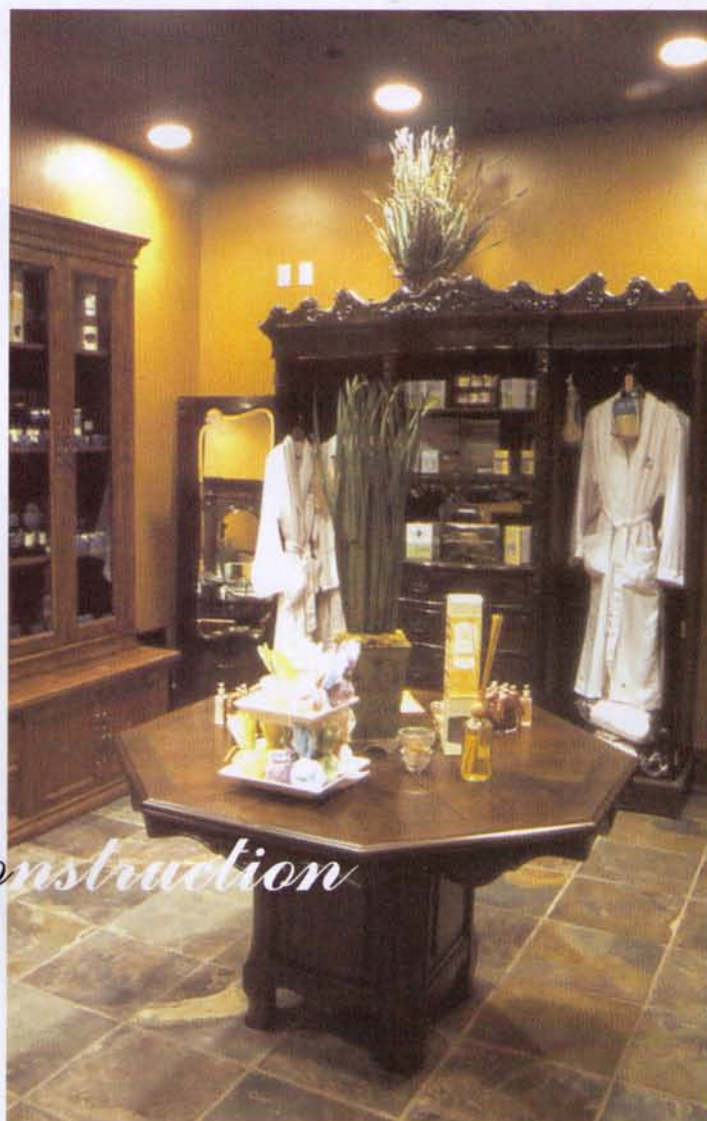


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Jan Hoback, CCIM, of CB Richard Ellis, has been a Nevada real estate licensee since 1984 and entered commercial real estate in 1990. The CCIM exam has been likened to a CPA exam. As a designee, CCIMs are able to network with other CCIMs, Hoback said. "It's another way for the designees to network and create business opportunities. The designation does carry with it a certain amount of prestige. Based upon the level of education you have to go through to obtain your CCIM, it takes you to a higher level, much like a PhD or MBA."

*"It's for anyone who wants to learn more about their profession and wants to help their clients in a way they are not doing now."*

Designees frequently share ideas. "If I were working with a large corporation coming into Las Vegas and they were trying to decide whether to build or lease a building, I might talk it through with another CCIM designee. We are all competitors, but we help each other out," Hoback said. The CCIMs also pass referrals along frequently to other CCIMs specializing in different types of business. "I specialize in medical leasing and sales and frequently get referrals from CCIM members who don't have that specialty," Hoback said, adding that she refers out as well.

## CCIM INSTITUTE

The CCIM designation was established in 1969 and is recognized as the mark of professionalism and knowledge in commercial investment real estate. CCIM Institute is an affiliate of the National Association of Realtors. The Institute confers the Certified Commercial Investment Member (CCIM) designation through an extensive curriculum and experiential requirements.

### MEMBERSHIP

Membership includes qualified professionals in all disciplines of commercial investment real estate, as well as allied professionals in appraisal, banking, corporate real estate, taxation and law. Of the approximately 125,000 commercial real estate practitioners nationwide, more than 8,000 currently hold the CCIM designation, with an additional 8,000 candidates pursuing the designation.

### CURRICULUM

The CCIM curriculum represents the core knowledge expected of commercial investment practitioners, regardless of the diversity of specializations within the industry. The CCIM curriculum consists of three core courses that incorporate the essential CCIM skill sets: financial analysis, market analysis, investment analysis and user decision analysis for commercial investment real estate. Additional curriculum requirements may be completed through CCIM elective courses, transfer credit for graduate education or professional recognition, and qualifying non-CCIM education.

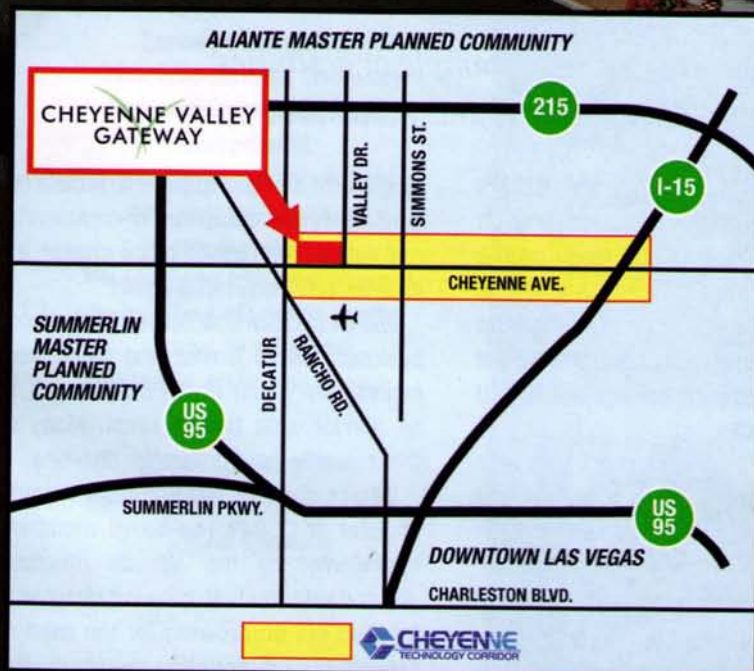
### PURPOSE

Founded upon the principles of education, networking and ethical practice, CCIM Institute, as an affiliate of the 1.2 million-member National Association of Realtors, helps shape policy and legislation affecting the industry and safeguards the interests of commercial investment real estate practitioners.



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*Social events like golf outings are just one example of activities that bring CCIM members together for fun and networking.*

A formal international business network for CCIM designees, called CCIM Partners, is designed to give members the structure and tools needed to market themselves and their services on local, regional and national levels. The primary goal of CCIM Partners is to provide the framework to allow CCIM designees to do more business and serve clients more effectively. CCIM Partners is only available to designees. There are no transaction qualifications or quotas to fill. Members can select to be identified online as specializing in any two of the following: industrial, office, retail, investment, multifamily, corporate, hospitality and land. There is also a "generalist" category. Clients

or prospects searching for CCIMs through the online Redbook Search features will see a member profile page that is attractive in design and logically structured. Visitors also can scan the designee's résumé, review a list of completed transactions and read client references.

The CCIM Partners network was also designed to highlight the expertise and skills of designees not involved in brokerage, such as those in the corporate, governmental appraisal, finance and related fields.

In the 1990s, the local CCIM membership grew so much that the lunch meetings had to be moved to Lawry's. Now averaging about 175 attendees, meetings

range from a single speaker to panels regarding various disciplines of commercial real estate, such as the office market, industrial, retail and multi-family.

The local CCIM chapter isn't only about business. Social events and fundraisers include everything from Putt Putt golf to an annual wine tasting event. Many of these events raise dollars for charities.

What's next for the Southern Nevada Chapter of CCIM? The board members interviewed by the *Nevada Business Journal* said the fast-growing chapter is focused not on growing for the sake of growth, but on recruiting members who are highly professional in the commercial real estate world and bring a benefit to the membership at large. ■



*CCIM's annual Wine Tasting and Silent Auction is a popular social event for members that has raised more than \$90,000 in contributions to support local charities and schools*



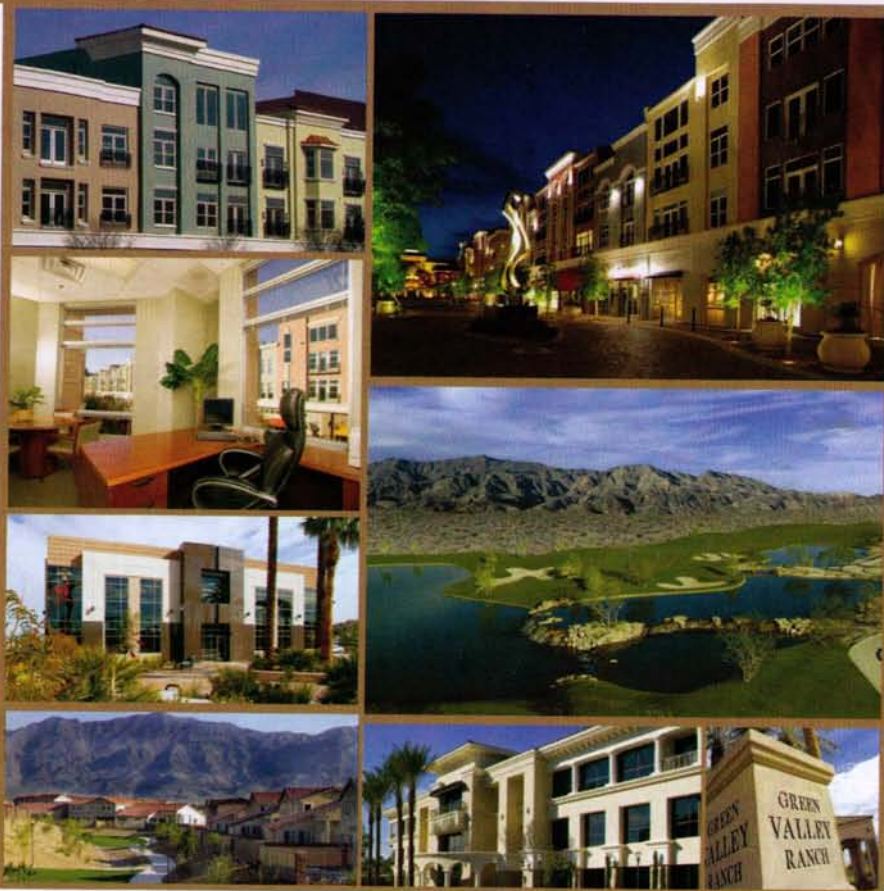
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Marnell Corporate Center, being developed by Marnell Properties, is strategically located at the intersection of Interstate 15 and I-215, adjacent to McCarran International Airport. It provides its tenants a Class A office environment in the airport submarket with high visibility and ease of access to all major points in the Las Vegas Valley. At buildout, the master-planned office campus will sit on 37 acres and will feature nearly 736,000 square feet of office space, retail and other amenities.

The multi-tenant buildings in this center feature efficient floor plans, state-of-the-art facilities, on-site management

services, access to high-speed data infrastructure, lush landscaping, covered parking, distinctive public area finishes and 360-degree views of the city. Tenants of the Marnell Corporate Center enjoy many amenities, including the popular Panevino Restaurant and attached gourmet deli, retail services and ATM conveniences.

Marnell Corporate Center's MCC-4, a four-story 93,675-square-foot building, was recently completed, with Lennar Corporation occupying 87,000 square feet for the new headquarters of its Las Vegas division. Desert Express will take the balance of the square footage in the building.

Marnell Properties recently broke ground on MCC-5, a five-story Class A office building in Marnell Corporate Center. The building, along with a five-story parking structure, is slated for completion in fall 2006. MCC-5 will consist of 117,815 gross square feet, which includes more than 110,000 leaseable square feet.

A division of Marnell Corrao Associates, Marnell Properties is a real estate development and management company that focuses on the acquisition, development and management of commercial, revenue-producing real estate holdings.



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**ZIONS SMALL BUSINESS FINANCE**



### USA Capital CONTINUES RECORD PACE

USA Capital, one the nation's leading real estate lenders, funded a record dollar volume in loans in 2005, topping \$540 million in new commitments, and is continuing that pace in the first quarter of 2006. Since 1989, USA Capital has originated almost \$2 billion in loans — all short-term private money for nonconforming real estate ventures in which a traditional lender might not be suitable.

With more than \$700 million in assets currently under management across the United States, USA Capital serves homebuilders, commercial developers, apartment owners and institutions nationwide. The typical USA Capital borrower is a middle-tier developer looking for a loan between \$5 million and \$35 million — too small for a large bank, but too big for a community bank.

"The biggest differences between a traditional lender and a private lender," according to USA Capital President Joseph D. Milanowski, "are market knowledge, speed, flexibility and service. A private lender is usually a company purpose-built to handle commercial loans, so the decision-makers tend to be steeped in the markets in which they lend. Banks typically

need 90 days or more to make loan commitments, whereas a private lender can make a commitment in 30 days or less, enabling a developer to take advantage of opportunistic deals."

"Traditional lenders generally have strict lending guidelines to adhere to, while private lenders have the freedom to strike more creative deals," he added. "Private lenders also tend to service loans in-house, enabling them to be more responsive to borrowers' needs in situations that require loan modifications, renewals, extensions, releases, reconveyances, etc."

Financing niches typically avoided by traditional lenders are the strength of USA Capital, including short-term bridge loans, "seconds" or mezzanine loans, land loans and high-leverage loans that exceed the normal ratios required by institutional lenders.

In Nevada, USA Capital has provided acquisition, development and construction financing for dozens of well-known projects, including the Galleria retail center in Sparks, the Mountain's Edge master-planned community in Las Vegas, the Copper Sage Commerce Center in North Las Vegas and a medical center in Pahrump.

### What is a CCIM?

*A Certified Commercial*

*Investment Member (CCIM)*

*is a recognized expert in the disciplines of commercial and investment real estate.*

*A CCIM is an invaluable resource to the commercial real estate owner, investor, and user, and is among an elite corps of 7,500*

*professionals across North America who hold the CCIM designation. Conferred by the CCIM Institute, the CCIM designation was established in 1969. Courses leading to the designation are now offered throughout the world.*

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## CCIMNet Now Offers International Properties for Sale or Lease

CCIMNet, powered by Catylist real estate software – the official property listing service of the CCIM Institute and its global network of 16,000 professionals – has created a platform to let members post commercial real estate for sale and for lease in countries throughout the world. The international listing feature was launched in early 2006 to give CCIMNet members, which include CCIM designees, candidate members and other subscribers, a new online resource in the rapidly expanding overseas commercial real estate marketplace. It joins nine existing property type search categories and a Business Opportunity search option now on CCIMNet.

Visitors to CCIMNet can search for international properties using metric size units (meters and hectares). International street maps are offered in selected markets.

The CCIMNet database was redesigned and re-launched by Catylist in mid-2002 with a concentration on commercial real estate within North America. Catylist also licenses its database software to commercial real estate communities, providing customized, locally-controlled databases (CIEs) to more than two dozen organizations across the United States. These local Catylist CIEs feed data into the national CCIMNet hub. There are more than 55 CCIM Chapter websites, covering 1,000 markets nationwide that are tied into CCIMNet, giving the listings additional local exposure.

CCIMNet is available to all licensed commercial real estate professionals, who may use the entire array of listing, search and marketing tools. Non-mem-

bers may post listings that are available to members. The general public may search listings posted by CCIMNet members.

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### Shea Commercial OFFERS BROAD RANGE OF SERVICES

In 2003, Arizona-based Shea Commercial introduced the Las Vegas commercial real estate market to a concept that would transform the way the industry was doing business. Instead of leasing office or industrial space, the company would sell it. Today, with more than 2 million square feet of Class A office condos in its corporate portfolio, Shea Commercial has become the largest developer of such properties in the nation. The family-run company employs 65 professionals in offices in Las Vegas, Dallas and Denver, in addition to its headquarters in Scottsdale.

Jim Riggs, president and chief executive officer at Shea Commercial, said his company chose to come to Las Vegas because of its similarities to the Phoenix market, including Las Vegas' rapid growth and increasing number of entrepreneurs and small businesses. Shea Commercial typically focuses on offices or suites less than 25,000 square feet. Current projects in Las Vegas include more than 935,000 square feet of office condo space, with units ranging from 1,200 to 10,000 square feet.

Shea Commercial has developed office condo projects, industrial/flex build-

ings, building and land investment properties, multi-family developments and retail projects such as hotels, banks and retail stores.

It also operates a full-service brokerage that provides tenant representation, project leasing, general brokerage and disposition. Buyer services include joint venture opportunities, land acquisition, development consulting and construction management.

The development division addresses a range of client requirements in land acquisition, planning, entitlements and construction. The company secures government approvals, provides financing options and design/construction services and aids in leasing and asset/property facilities management.

Lucinda Stanley, CCIM, CPM, senior vice president and principal of the Las Vegas office said, "Brokers here are concerned with ever-rising land prices and construction costs, which have exceeded 20 percent over the last 12 months. Future construction will go vertical to gain additional square footage on a smaller footprint. Shea Commercial is ready to get the job done."

### CCIM Institute HISTORY

The CCIM Institute confers the CCIM designation and is an affiliate of the National Association of REALTORS® (NAR). The CCIM movement began more than 40 years ago with commercial real estate practitioners who wanted to elevate their business practices through education and networking. Then and now, education and networking remain the cornerstones of the CCIM designation and the reason for its success.

The CCIM designation was established originally by the California Association of REALTORS® in 1954 under the name Certified Property Exchanger (CPE). In 1967 it took on national significance under administration by a division of the National Association of Realtors. In 1969, the designation was renamed Certified Commercial Investment Member (CCIM). A council was established to administer the designation, and in 1991 it was granted institute status as an affiliate of NAR.



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**Carol Cline-Ong, CCIM**  
*CCIM Treasurer*

**Soozi Jones Walker, CCIM, SIOR**  
*CCIM Immediate Past President*

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**Garry Cuff, CCIM**  
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**Michael R. Dunn, CCIM**  
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**Devin Lee, CCIM**  
*CCIM Director*

**Charlie Mack, CCIM**  
*CCIM Director*

**Lucinda Stanley, CCIM**  
*CCIM Director*

**Kathy Stubbs, CCIM**  
*CCIM Director*

**Al Twainy, CCIM**  
*CCIM Wine Tasting Event Director*

## Southern Nevada CCIM Chapter Past Presidents

**2005**

Soozi Jones Walker, CCIM, SIOR

**2004**

E. Thomas Naseef, CCIM, SIOR

**2003**

Lucinda Stanley, CCIM, CPM

**2001-2002**

Andrew S. Levy, CCIM, CPM

**1999-2000**

Philip Robbins

**1997-1998**

Stephen J. Hoopes, CCIM, GRI

**1996**

Charlie Mack, CCIM

**1995**

Jack A. Rappaport, CCIM

**1993-1994**

Soozi Jones Walker, CCIM, SIOR

**1992**

William A. Gayler, CCIM

**1991**

Charlie Mack, CCIM

**1990**

Barry R. Moore, CCIM

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## CCIM SOUTHERN NEVADA COMMITTEES

### Candidate Guidance Committee

This committee consists of CCIM designees only. It is the duty of this committee to be available to candidates for the CCIM designation, assisting them in their plan to become designees by establishing mentoring programs and individual counseling throughout the process.

### Education Committee

This committee's primary function is to provide local educational programs and courses to serve the needs of the members of the Southern Nevada chapter. It is the responsibility of this committee to provide at least two national classes per year, coordinate real estate educational programs between the chapter and the community agencies and develop new real estate educational courses for the membership.

### Membership Committee

This committee is tasked with recommendations to the Board of Directors for the retention and recruitment of new members including: CCIM designees, CCIM candidates, licensed affiliates and support affiliates. The committee will promote and encourage chapter membership involvement by hosting membership drives, campaigns and incentives.

### Programs Committee

This committee provides programs for the general membership meetings. The programs should be of substantial marketing and sales interest to members to promote regular attendance at the meetings.

### Public Relations/Newsletter Committee

This committee produces a membership newsletter with timely and articles of interest. It is also a tool to support the sponsors and advertisers of the chapter.

### Sponsorship Committee

This committee is responsible for establishing a menu of benefits at various levels of contribution and soliciting the business communities' vendors to participate in the Southern Nevada CCIM chapter as sponsors.

### Scholarship Committee

This committee actively seeks qualified individuals to apply for a chapter scholarship. Recipients of a scholarship must: 1) Be a national and a chapter paid candidate; 2) have a desire to complete the required courses and obtain the CCIM designation; and 3) become involved in the chapter on a committee.

### Legislative Committee

This committee is responsible for informing the members of any legislative issues that may affect the business community – nationally and locally – by holding at least one legislative forum for the chapter each year.

### Social Activities Committee

This committee is responsible for providing social activities annually for membership, with the proceeds going towards a charity, education and chapter scholarships in conjunction with Wine Tasting Committee.

### Wine Tasting and Silent Auction Committee

This committee started nearly a decade ago as a "Hot Summer's Night Wine Tasting Event" and has evolved into a highly attended annual social event featuring a silent auction, entertainment, wine tasting, hors d'oeuvres, raffles for incredible trips and a great place for networking. This committee has donated more than \$90,000 in charitable contributions and educational contributions. Donations have been made to: John S. Park Elementary School as part of the Clark County Partnership Focus School Program; Lied Institute for Real Estate Studies; the Andre Agassi College Preparatory Academy; and the chapter's scholarship foundation.



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