CCIM

NTARY SCHOO

**Enhancing Education from Conception to Completion** 

131

Nevada BúšĭňĒŜŠ

SPECIAL REPORT

# CHEYENNE VALLEY GATEWAY NOW AVAILABLE

LAND . OFFICE . RETAIL



# NORTH LAS VEGAS' FASTEST GROWING AREA, LOCATED IN NEVADA'S TECHNOLOGY CORRIDOR

- 24+/- acres PUD land for sale
- Mixed-use commercial, featuring retail pads and office buildings for sale or lease
- Building sizes range from 1,800 sq. ft. to 15,000 sq. ft.
- Pre-installed broadband, fiber optics and redundancy by Switch Communications





CRES Commercial Real Estate

INDEPENDENTLY OWNED AND GRERATED

702.363.7600



Dear Fellow Nevadan:

Another year has passed since our last CCIM supplement in the Nevada Business Journal. Our officers, the Board of Directors, membership and sponsors of the Southern Nevada CCIM Chapter are overwhelmed with the continued support from the Nevada Business Journal, and express their gratitude for another opportunity to highlight the

As the 2007 President of Southern Nevada CCIM Chapter, I am privileged to lead this chapter and the CCIM Institute. group of dedicated and committed individuals in making an impact and a difference in

The impetus of the Chapter focuses on two distinct areas, commitment to the local community and business community through education, starting at our local charities, our community. such as John S. Park, to the college level with the LIED Institute of Real Estate Studies, and finally, at the professional level with our comprehensive sponsored CCIM courses

Our chapter continues in grow leaps and bounds adding and compounding to our successes. and scholarship opportunities to its members. The chapter will focus our commitment and pledge in continual support of local charities, UNLV Endowment, and CCIM Education through scholarship opportunities.

I am delighted to share with you all about CCIM, the local and national chapter, and I hope you find the supplement informative and insightful. Be prepared for an extraordinary year with tremendous accomplishments brought to you by the Southern Nevada CCIM Chapter.

Sincerely,

Miriam Campos-Root

President

Southern Nevada CCIM Chapter

P.O. Box 97653 • Las Vegas, Nevada 89193 • 702.798.5156 • Fax 702.798.8653

CCIM Institute "Experts in Commercial Investment Real Estate" Affiliated with the NATIONAL ASSOCIATION OF REALTORS ®

To Order Reprints, Contact: Nevada Business Journal 375 N. Stephanie St., Bldg. 23 . Henderson, NV 89014

COPYRIGHT @ 2007 REPRODUCTION PRONIBITED UNLESS AUTHORIZED BY PUBLISHER

# CCIM ENHANCING EDUCATION FROM CONCEPTION TO COMPLETION

When you know better, you do better. In Las Vegas, this phrase echoes amongst a highly educated group of commercial real estate executives who continue to put their money where their collective mouths reside.

n Las Vegas, this phrase echoes amongst a highly educated group of commercial real estate executives who continue to put their money where their collective mouths reside. In the last 10 years, the Southern Nevada Certified Commercial Investment Member (CCIM) Chapter has contributed more than \$150,000 to education. Board members believe the path to further success runs through all levels of the educational community. That is why outreach starts at the elementary level at John S. Park, then runs through the college level with the Lied Institute of Real Estate Studies, and finishes with the chapter sponsored professional level core courses focusing on commercial real estate.

Miriam Campos-Root is vice president of Prudential CRES Commercial Real Estate Services Las Vegas office and 2007 president of the Southern Nevada CCIM chapter. She sees the value in sustaining a strong commitment to support educational efforts in Southern Nevada. "I believe building a strong education foundation will promote higher levels of community involvement and lead to the growth and regeneration of future successful business leaders," said Campos-Root. "Education is vital in sustaining a competitive edge in the ever changing global marketplace."

In 1996, the CCIM chapter decided to host "Hot Summer's Night Wine Tasting Event" with the proceeds going towards education. The chapter became aware of Clark County's Focus School Program which is designed to encourage local

businesses to support and interact with "at-risk" schools by directing each participating organization to adopt a school. CCIM Southern Nevada adopted John S. Park Elementary School.

During that period and due to a lack of funding, teachers were contributing their own paychecks to help acquire school supplies and to fund extracurricular activities. At one point, the teachers were forced to reach deep into their pockets for more than \$7,000 to help equip their students and classrooms with sufficient supplies. The Southern Nevada CCIM Chapter decided something had to be done. They decided the children needed some help. Three principals and over 10 years later - something has been done. The school is no longer treading in the same muddy waters. The current principal, Jean Fortuna



has worked with the CCIM in overseeing various programs to benefit the students. She is very proud of the Southern Nevada CCIM chapter's efforts on behalf of the school and its students.

"In past years, children attending John S. Park would arrive at school without the basic necessities," said Principal Fortuna. "Now, they have uniforms to wear and programs that get them excited about coming to school. And we're very thankful our partnership with the Southern Nevada CCIM chapter has helped make it all possible." Aside from uniforms, some of the programs made available to students at John S. Park have included toys, clothes, and book drives. The students have even been able to act as professional business people on "Go-to-Town Day," a day during which they set up their own

shops, price items in their stores, and learn business skills using "funny money" as currency. In total, the South-Nevada CCIM Chapter has

"Education is vital in sustaining a competitive edge in the ever changing global marketplace."

contributed more than \$75,000 to promote education at John S. Park

Educational outreach doesn't stop at the elementary level. To diversify its outreach efforts, the Southern Nevada CCIM Chapter has also been heavily involved in raising funding for the Lied Institute of Real Estate Studies at UNLV. In fact, the organization has established an endowment totaling \$25,000. "We recognize the importance of making sure there is a higher educational opportunity available to those who are interested in the field of real estate studies," said Campos-Root. "Our partnership with the Lied Institute is a win-win situation because it allows us to give back to an institution that shares the same values as we do, and it allows the Lied Institute to make sure their students have the ability to succeed."



# Shea Commercial Brokerage Powers Up as **Prudential CRES Commercial Real Estate**

#### LOCAL EXPERTISE COMBINES WITH REACH OF A NATIONWIDE NETWORK

Shea Commercial Brokerage has shifted into high gear with a new name, Prudential CRES Commercial Real Estate, based on its affiliation with the fastest growing commercial real estate network in the country. Prudential Commercial Real Estate companies are select professional companies with a proven, high-performance track record. The commercial brokerage will operate as an independently owned and operated franchisee, combining local expertise with the power and reach of a nationwide network.

This transition comes at an opportune time for market penetration. The Las Vegas commercial real estate market has been evolving and expanding at an incredible pace. Lucinda Stanley, president and corporate broker for Prudential CRES, has witnessed this growth for the past 28 years. She realized that to keep up with the everchanging market, her company had to evolve as well.

Shea Commercial, an Arizona based company that came to town in 2002, grew from a handful of employees to over 65 nationwide in a blink of an eye; however, it needed to continue enhancing its style, product and expertise. By separating its brokerage services into Prudential CRES and its development services into the newly named Saxa, Inc., Prudential CRES was born with regional offices in Scottsdale and Las Vegas, and future offices slated for Southern California, Reno and Tucson.

Prudential CRES is a full-service brokerage firm with a very unique approach to brokerage. "Our agents have been trained to work with developers, which benefits both a developer and a buyer/tenant. The agents know everything about the development process and stay involved in the transaction from start to finish," said Stanley. "The national networking benefits afford our agents cuttingedge technology and research services that are top in our industry."

Stanley is excited about the changes. "We're also building a new office to accommodate the company's growth from 12 agents to over 20 and will provide excellent support services," she said.

CCIM course scholarships are based on merit and desire to succeed in the commercial industry. They've now surpassed the \$50,000 mark, something Jones Walker said is key for business professionals looking to break into an ever changing market. "When business people are first breaking into the Las Vegas market, earning a scholarship into our program can make a huge difference," said Jones Walker. "And when you couple that with the incredible networking outlets the Southern Nevada CCIM Chapter brings to the table, you have a formula that immediately breeds success."

As the market twists and turns, courses are refined continually to keep pace with the dynamic industry, and all are taught by experienced CCIM designees. Those designees are considered successful practitioners by their peers. They have a proven track record and continue to excel in commercial real estate offering students hands on, real world knowledge of the industry they are studying. CCIM Institute also sponsors a wide range of online continuing education courses that offer a concise overview of pertinent commercial real estate topics.

Whether the designation is being pursued online or in person, CCIM President Campos-Root added that becoming a CCIM lends instant credibility to someone working within the confines of commercial real estate. "What 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," said Campos-Root, "As a CCIM designee, you are put into the highest esteem by others in the business. The designation is on par with what other fields may call a Ph.D." Jones Walker believes the depth of the program added to its credibility as well.



#### **Commerical Division**

David Medley Assistant Vice President Commercial Marketing Director (702) 496-1553 direct Email: david.medley@ticortitle.com

"The most resourceful people in town"

"To become a CCIM, you must be proficient in all aspects of commercial real estate," she said. "Anyone can go and get their real estate license, that just means you can pass a test," she added. "The CCIM designation is so much more than that, and in turn it holds more weight within the real estate community."

As the calendar turns, the attendance within the professional courses increases and the number of CCIMs follows suit. Currently, the Southern Nevada CCIM Chapter has 271 members consisting of 67 designees, 52 candidates, 35 licensed affiliates and 117 support affiliates. These numbers are continually moving skyward because businesspeople are taking notice of the tremendous networking opportunities afforded to CCIMs. Through continued education.



Lucinda Stanley accepted a huge banner of gratitude from the students at John S. Park Elementary School for the support CCIM has contributed.

the CCIM designation literally opens doors for both men and women in the work place. Many CCIMs say the hard work and dedication it took to receive their designations also gives them the confidence to deal with multi-million dollar projects.

Despite being competitors, designees and board members often share ideas and use each other as a sounding board. "We truly are a group that supports one another," said Campos-Root. "We take pride in our organization, and often referring each other to business that may be better suited to that CCIM's talents. At the end of the day, we're all striving for the same goal, a better, more powerful market." In the eyes of the Southern Nevada CCIM Chapter, education is knowledge. and knowledge is power.



# **Commercial Real Estate Professionals**

- Shaping Public Policy
- Providing Education
- Networking and Information Sharing
- Database of Available Property Listings

(702) 784-5000 www.CALV.org

Powered by Catylist









Like fine wine, social fundraising events put on by the Southern Nevada CCIM Chapter get better with age.

aybe it was just a Midsummer Night's Dream complete with about 80 visitors. But more than 10 years ago on a hot August

night in Las Vegas, good times and smiles were shared over a few sips of wine. That gathering, called the "Hot Summer's Night Wine Tasting Event," became the foundation of not only a great ritual for the Southern Nevada CCIM Chapter, but a partnership with the educational community of Southern Nevada. From that night on, the event has grown every year, and now hosts a silent auction with the proceeds going towards various educational funds. You see, the Southern Nevada CCIM Chapter wanted to give back to the community, but the members decided to streamline the funds toward efforts that would further education.

At that point, Lucinda Stanley was involved with the Clark County School District's Partnership Focus Program and encouraged the CCIM Chapter to sponsor a school. Soon after, John S. Park Elementary School was adopted and received its first \$240 check in 1996. Since then, the CCIM Chapter has contributed an additional \$75,000 to the school. Education has been an integral part in every CCIM's life. Chapter leaders and board members felt it was important to stay "focused" on education.



Al Twainy and Jan Hoback speak on behalf of CCIM at the annual winetasting event.

In 1998 the chapter hosted a Toy, Book and Clothing Drive for John S. Park. It was a huge success. The children were given merits for good behavior, good attendance, etc. and they were able to cash in their merits for money and buy something for themselves from the items donated. When asking the children what they bought and for whom, 90 percent of the students stated it was for someone in their family. Visiting the school and seeing the children at this age- how well behaved they were, so trusting...hugging legs, holding hands, the chapter members involved left feeling they had to do more. Every year since, the chapter has donated monies to the school from the wine tasting and silent auction events. These days, the school uses the money for science projects, books for the library, school supplies, outings and other

things it can't get from the State education budget.

Because the wine event has been so successful, the chapter started an endowment fund of \$25,000 with the LIED Institute for Real Estate Studies, keeping with the theme of contributing to bettering the education of our future leaders. The chapter also started their own merit based scholarship fund providing tuition support for those committed to obtaining their CCIM designation and being involved with the chapter and the Las Vegas community. To date, the amount of scholarships awarded exceeds \$50,000. The Southern Nevada CCIM Chapter believes in sporting education starting early, and continuing that support on all levels. There are several CCIM's that were students of John S. Park Elementary School. The chapter looks forward to seeing more "Park" students become a CCIM.



Soozi Jones Walker and guests enjoyed mime entertainment at the wine tasting event.

### Southern Nevada Chapter Joins With China As A Sister Chapter



Steven Pang, Jan Hoback, Miriam Campos-Root and Jianping Yang are excited about the business opportunities that will be provided by the partnership with the China Chapter.

The Southern Nevada CCIM Chapter is undergoing many new developments in 2007. One very exciting program the chapter will be developing is becoming a sister chapter with China. The Beijing and Shanghai chapter unified together forming the China Chapter that established on April 28, 2006, in Vancouver, BC. The chapter currently has more than 500 members. More than 500 students completed courses Cl 101 through Cl 104, with 234 successfully passing the exam. The chapter represents the newest in the CCIM Institute and is one of the fastest growing. Most of the members are elites in real estate development, transaction, financing, leasing, property management, accounting and legal affairs.

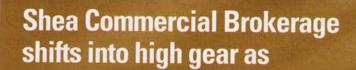
From Guangzhou to Beijing, Shanghai to Xi'an, more and more foreign investors now focus on China's real estate market. Why? The answer is quite simple: it's one of the most flourishing and profitable markets in the world. When CCIM members came to visit this ancient country, everyone was astonished by its prosperous developments, especially in commercial real estate. However, most of CCIM members know little about what is happening on the other side of the planet.

With rapid development of international commerce and global real estate investment, the need to cultivate a relationship

with the two chapters is vital. Real estate opportunities between the two countries and other international countries will become more available. The Southern Nevada Chapter's goal is to establish a conduit for both chapters to share and exchange

business strategies and creating a long lasting friendship.

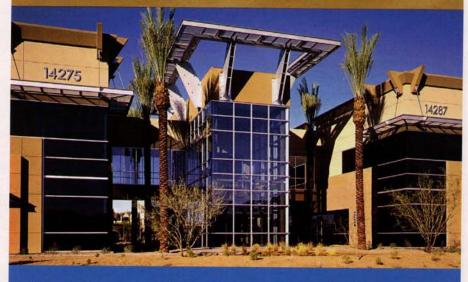
A proclamation will be signed to confirm our desire for friendship, as well as cultural and business exchanges between our chapters and our members.





Prudential

**CRES Commercial** Real Estate



**Local expertise combined** with the power and reach of a national network

> 702.363.7600 www.prucres.com

INDEPENDENTLY OWNED AND OPERATED



## **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**

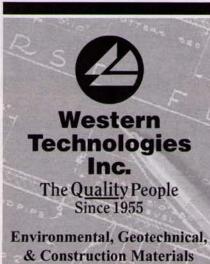
This committee is responsible for informing the members of any legislative issues that may affect the business community - nationally and locally - by holding at least one legislative forum for the chapter each year.

#### **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.



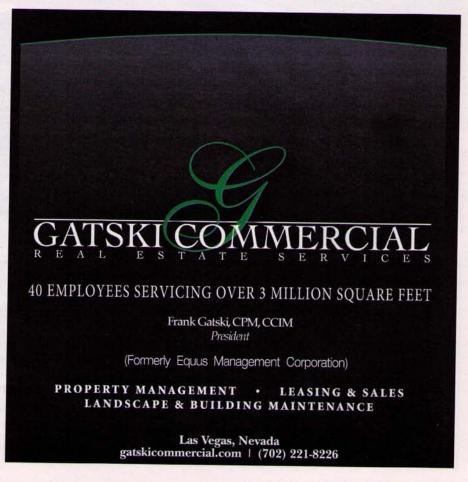
Engineering, Consulting, **Testing & Inspection** 

3611 W. Tompkins Ave. Las Vegas, NV 89103 Phone 702.798.8050 Fax 702.798.7664 www.wt-us.com

## **CCIM BENEFITS**

- CCIM Site To Do Business (www.std-bonline.com) is a very useful resource that provides a platform for data exchange to assist members in their field of expertise. STDB is a powerful and integrated online resource that provides CCIM members with comprehensive site analysis, mapping software, demographic data, financial analysis tools, transaction management software, customized report options and a broad spectrum of other business services. Additionally, STDBOnline has just launched the new map centric platform and has also partnered with Google Earth in providing aerial mapping.
- Automatic free subscription to CCIM.net, a national property listing service launched as a joint venture between CCIM Institute and Catylist Real Estate Software.
   The site offers E-broadcasting capabilities and posts properties for sale or lease.
- Monthly subscriptions to the Commercial Investment Real Estate CIRE Magazine, and I-News, an Internet newsletter of the CCIM Institute.
- Access to the CCIM Professional Directory providing contact information to more than 8,600 designees across the country.
- Access to financial worksheets such as APOD and cash-flow worksheets.
- Online access to up-to-date legislative database. Through its affiliation with the National Association of REALTORS®, the Institute is part of a legislative advocacy team that constantly monitors legislative and regulatory developments in order to shape the direction of today's policy issues.

- The institute provides "Life After Pin" continued education for designees.
- Deal-making opportunities at the CCIM Annual Conference; and CCIM Partners Program, a formal business network for CCIM designees held in several cities throughout the year.
- The international program offers international course deliveries and trade shows.
- National advertising campaigns, media relations and merchandise.
- Access to the new Blackboard Program for education. Blackboard is a technology
- platform that facilitates web-based communication and knowledge management within an organization. The platform enables members to access the system for every member of the institute, as well as every enrolled student, regardless of membership status.
- The institute provides candidate guidance programs with discounts on courses and conferences in preparation for their designation.
- Leadership training is available through the Jay W. Levine Leadership Development Academy.





# **CCIM Southern Nevada Chapter 2007 Board**

### **CCIM OFFICERS** 1-YEAR TERM

Miriam Campos Root, CCIM CCIM President

> **Devin Lee, CCIM** CCIM President-Elect

Jan Hoback, CCIM

Past President, Social Activities Chair, Scholarship Liaison Chair

> Carol Cline Ong, CCIM, RPA Secretary-Treasurer

**CCIM DIRECTORS** 2-YEAR TERM 2006-2007

**Garry Cuff, CCIM** Candidate Guidance Chair

Sandy Fink, CCIM,

Membership Chair

Kathy Stubbs, CCIM Sponsorship Chair

**Tedd Rosenstein, CCIM** Newsletter Chair

**Gregg Corlyn, CCIM CCIM Director** 

**CCIM DIRECTORS** 2-YEAR TERM 2007-2008

Susan Borst, CCIM Wine Tasting Liaison Chair

**Christie Daugherty, CCIM** Designation Promotion Chair

> **Cathy Jones, CCIM** Programs Chair

**Bobbi Miracle, CCIM** Education Chair

Alon Ventura, CCIM Website and Legislative Liaison Chair

# INTRODUCING **WEST BANK'S NEW**

**NO MINIMUM BALANCE REQUIREMENTS** 

**NO MONTHLY MAINTENANCE FEE** 

**NO TRANSACTION FEES** 

FREE ANYWHERE/ANYTIME ONLINE BANKING

FREE BUSINESS CHECKS<sup>2</sup>

FREE VISA BUSINESS CARD3

**OVER 2000 ATM LOCATIONS THROUGHOUT THE USA** 

OTHER BUSINESS BANKING SERVICES AVAILABLE INCLUDING DISCOUNTED PAYROLL SERVICES<sup>4</sup>

Start enjoying FREEDOM from business banking fees. A great solution for start-ups and small businesses with moderate transaction volumes.

Open a Freedom Business Account by visiting any one of our convenient locations, today!

CORPORATE HEADOUARTERS 702 949 2265 SUN CITY SUMMERLIN 702.949.2273 **EASTERN &** WIGWAM 702.921.2100

LAKE MEAD OFFICE 702.228.0531

**CRAIG & COLEMAN** 702.949.2277

N. NEVADA REGIONAL 775.333.8900

PEOPLE YOU CAN BANK ON SM

www.swbnevada.com

MILL STREET 775.856.8300

Member FDIC Equal Housing Lender

SUN WEST

BANK







1.Up to 300 combined deposits, deposited items, checks/debits, ACH items. Over 300 will be charged \$.30 each. SWB reserves the right to assess other fees, i.e. fees for more than 3 returned deposited items per statement cycle and currency fees for volumes over \$5000 in a statement cycle. Some restrictions apply. Limited to one account per business entity. 2.Start up business checks \$35 value issued through SWB's designated check vendor (or credit of \$35 towards upgraded checks issued through the SWB's designated vendor). 3. Subject to credit approval. 4. Choice of discounted payroll services through SWB approved vendors. Vendors are not affiliated with Sun West Bank. Southern Nevada CCIM Chapter

## **Past Presidents**

2006

Jan Hoback, CCIM

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

1988-1989

Connie Bobo, CCIM



We are limited, not by our abilities, but by our

# PURSUE YOUR CAREER GOALS

**Exciting & Empowering Career Opportunities** For Commercial Sales Associates

State-of-the-Art Marketing Resources

Private Offices Available

Latest Training Techniques, Tools and Systems

Networking Opportunities with Over 4,000 Commercial Sales Associates and 500 Offices Globally

> For more information, contact: CAREERS@CBCETN.COM

> > or (702) 737-8000 ext 108

COLDWELL **OMMERCIAL** 

.cbcetn.com Real Estate Services



△ Office

△ Industrial

A Retail

When it comes to brokerage and asset management . . . We've got more solutions than you've got problems.

Co-Owners

Carol Cline-Ong, President, CCIM, RPA Curt Anderson, Broker

P.702.388.1800 | f.702.388.1010 For available locations visit us at www.mdlgroup.com



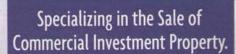
# What is a CCIM?

A Certified Commercial Investment Member (CCIM) is a recognized expert in the discipline 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 group of 8,600 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.

# **CCIM** Institute HISTORY

The CCIM Institute confers the CCIM designation and is an affiliate of the National Association of REAL-TORS® (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.



Expert-ease in the L-ease of Office, Industrial and Retail.

Leading Real Estate Brokerage in Southern Nevada Since 1978!



Soozi Jones Walker, CCIM, SIOR Corporate Broker soozi@commercialexecutives.com



Bobbi Miracle, CCIM Salesperson bobbi@commercialexecutives.com





(702) 316-4500 3265 N. Fort Apache Rd., Suite #160, Las Vegas, Nevada 89129 www.commercialexecutives.com

# Building a Better Way for You to Conduct Your Business

office/condo developments for lease or sale



#### Copper Pointe Business Park

Fronting the I-215 Beltway between Sunset Road and Russell Road.

Copper Pointe Business Park is a 74,000 square foot high image office park, consisting of two (2) two-story buildings with units for lease or sale ranging from 2.500 to 37,000 square feet. The project is ideally situated fronting the I-215 Beltway and is within a 3mile radius of three new hospitals and several large proposed projects including Stations Casino at Durango and several mixed-use retail office high-rise residential developments. All owners will enjoy the benefit of having signage on the freeway with excellent visibility and tremendous exposure.



#### Cheyenne Fairways Business Center

Cheyenne west of Durango, fronting the Durango Hills Golf Club.

Cheyenne Fairways Business Center is a 60,000 square foot office/retail development for lease, featuring a two-story 50,000 square foot office building directly overlooking the 3rd and 4th greens and the entire length of the Durango Hills Golf Club. In keeping with the theme, Investment Equity is building an expansive putting green between the office and the golf course, exclusively for the tenants. This project is well located within close proximity to Mountain View Hospital, Summerlin, Desert Shores, the Las Vegas Tech Center and US-95, with restaurants and shopping nearby, and is anchored by the WaterMark Executive Suites.



#### **Rainbow Corporate Center**

On the corner of Rainbow and Post, just north of the I-215 Beltway.

This development is a 10-acre project, consisting of 12 medical/professional office buildings for lease or sale with units ranging from 2,000 to 15,000 square feet, totaling over 87,000 square feet. The project is situated close to the I-215 Beltway and within a 3-mile radius of three new hospitals, with Rainbow frontage available. All owners will have high visibility with signage on their buildings as well as a monument sign fronting Rainbow.



#### North Buffalo Business Centre

On Buffalo Drive just north of the Buffalo/Cheyenne intersection.

This development will have two 10,000 square foot single-story buildings with units for sale or lease ranging from 2,500 to 10,000 square feet. The project enjoys the benefit of having both high visibility and a great location close to Mountain View Hospital, the Las Vegas Tech Center and US-95. Owners will have signage on the building and a monument sign fronting Buffalo, as well as an electronic reader-board for personalized business messages.

Developed By:





# A NEW WAY OF LOOKING AT NEVADA BUSINESS



- · View daily news updates
- · Post your company's press releases
- · Receive email bulletins of breaking news
- · Search archives of previous issues
- · Vote for the best Nevada businesses in Nevada's Choice
- Add your company information to TopRank Nevada
- · Respond to reader surveys
- · Advertise at the top online destination for Nevada business

Find these features and more on the Web at NBJ.com.



# SOUTHERN NEVADA CCIM 2007 SPONSORS

Commercial Alliance Las Vegas First American Title

American Nevada Company **CB Richard Ellis** Marquis & Aurbach Nevada State Bank **RGR Group Property Line** Kolesar & Leatham, Chtd

Access Commercial Mortgage

Commerce CRG/Cushman & Wakefield **Commercial Executives** Commercial Financial Mortgage **NAI** Horizon Nationwide Exchange Services Nevada Business Journal Southwest Title Company The Molasky Group of Companies Ticor Title US Bank - SBA Division Wells Fargo Bank Western Risk Insurance Re/Max Commercial Professionals Community Bank of Nevada

Bronze

In Business Las Vegas/Greenspun Media Group Stoltz Management Zions Small Business Finance Colonial Bank Prudential CRES **Business Press** Marnell Properties

Affordable Concepts Business Bank of Nevada Commercial Design Group Granite Exchange Services, Inc. Investors Management Group, LLC JMA Architecture Studios KeyBank Real Estate Capital MDL Group **OGI Environmental** Thomas & Mack Co. United Construction Western Technologies Lee and Associates

# "Celebrating 50 Years of Success"



Aand H Insurance, Inc.

is pleased to announce

Karen T. Corbin, CIC

has been appointed to the position of President.

Karen held the office of Vice President for 6 years, while performing as the top commercial lines producer. She has been with A and H Insurance 16 years. Karen has completed numerous executive development classes and seminars, along with earning her CIC designation. She has served on the company's Board of Directors for the past eight years. Her passion, drive, integrity and customer-focus skills will lead A and H Insurance into a dynamic future of continued success.

Please join us in congratulating Karen as she accepts this leadership role.

A and H Insurance has offices in Reno, Las Vegas and Henderson.





Strength

In over 40 years, DP Partners has built the **strength** of 15+ million square feet of industrial development in **Nevada**, the largest developer in the state and one of the top 10 largest private industrial developers in the nation with an additional 10+ million square feet in California, Georgia, Illinois, New Jersey and Pennsylvania.

#### Vision

DP Partners had the **vision** to embrace **Nevada** as the ultimate distribution location, servicing the entire west coast. Recognizing the extensive logistic and economic advantages of doing business in **Nevada**, it is where we call home.

Agility

With our experience and resources, we have the **agility** necessary to respond to any real estate requirement. Development in 2007 will include 800K square feet in **Northern Nevada** and 500K square feet in **Southern Nevada**. An extensive and ever-growing portfolio of buildings for lease and build-to-suit.

Contact us or visit our website to search our portfolio of ideal locations in Nevada. And beyond.

Come partner with DP and soar to new heights.



1200 Financial Blvd. Reno, Nevada 89502 ph 775.856.8080 fx 775.856.0831 tf 800.470.0047 www.partnerwithdp.com

DERMODY PROPERTIES



# **CCIM** Institute

he 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.

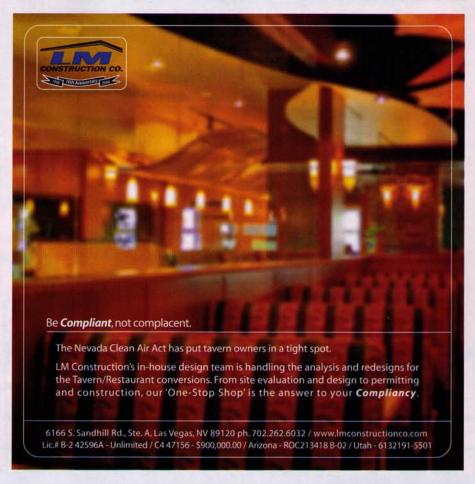
#### **Purpose**

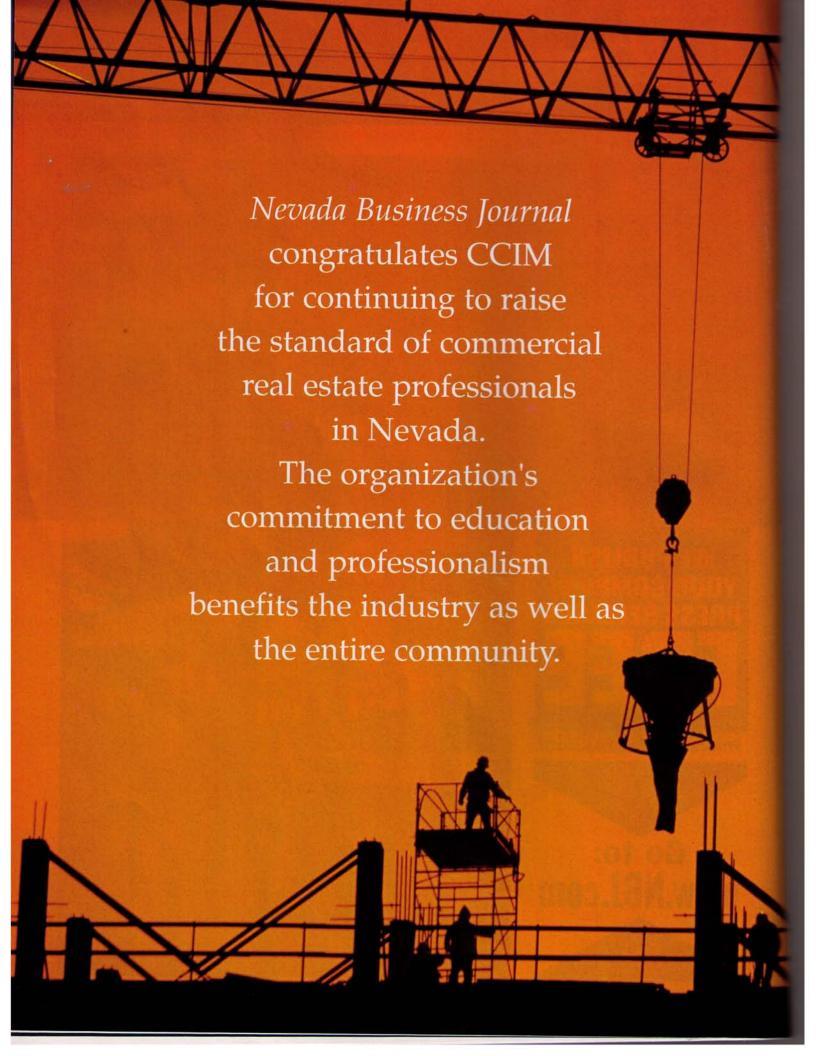
Founded upon the principles of education, networking and ethical practice, CCIM Institute, as an affiliate of the 1.2 million-member National Association of Realtors, helps shape policy and legislation affecting the industry and safeguards the interests of commercial investment real estate practitioners.

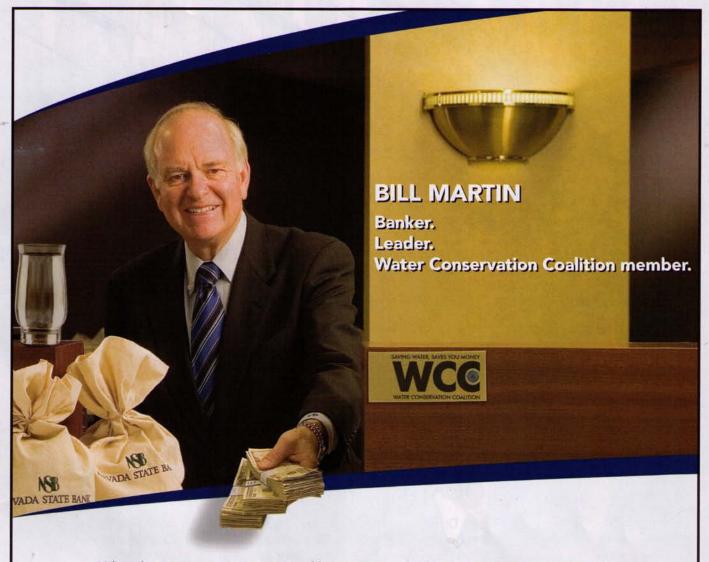
# **WE PUBLISH YOUR COMPANY** PRESS RELEASES

Promote your Company Today!

Go to: www.NBJ.com







When businesses save water, it's like money in the bank. That's something Bill Martin understands—and not just because he's the president of Nevada State Bank.

Since 1995, Martin has been chairman of the Water Conservation Coalition, which works cooperatively with the Southern Nevada Water Authority. He and other smart business leaders understand water conservation boosts the bottom line.

Business is not only good for those who are Water Smart. It's better than ever.

Now it's your turn. Log on to **snwa.com** for conservation incentive programs and to learn more about the Water Conservation Coalition.

It's a desert out there. Be Water Smart.



# Some Things in Life Demand Total Expertise

A Commercial Real Estate Transaction is One of Them

Discover why less than 1% of the world's commercial real estate professionals hold the coveted Certified Commercial Investment Member designation.

To contact a CCIM expert in your market, call 702-798-5156 or visit www.ccim.com

Site Selection • Development • Brokerage Leasing • Valuation • Investment Analysis

## LOCAL CCIM DESIGNEES

Victor Adkins Tony Amato Gary Banner Susan Borst Michael Boscia Larry Brittain Brian Cahane Lisa Callahan Miriam Campos-Root Bernie Chippoletti Elizabeth Clare Kent Clifford Carol Cline-Ong George Connor Garry Cuff Christie Daugherty Carolanne Doherty

Wesley Drown Glenn Dulaine Michael Dunn Keith Easton Moe Ehsan Deirdre Felgar Sandy Flnk Robert Gardner Frank Gatski Bill Gaylor Lisa Gilstrap Lennard Grodzinsky Andy Hantges Greg Hartline Mike Hillis Jan Hoback Steve Hoopes

Alberto Jaurequi Lillian Jennings Craig Johnson Cathy Jones Soozi Jones Walker Aggie Knoblock Devin Lee Vickie Lehr Drew Levy Charlie Mack Christopher McGarey Bobbi Miracle Derek Miyano Barry Moore Susanne Moore Tom Naseef Ron Opfer

Mike Pearce Carolyn Petrie Jack Rappaport Robert Reel Tedd Rosenstein Christina Roush James Smith Lucinda Stanley Kathy Stubbs Gene Trowbridge Al Twainy Alon Ventura Scott Wallat George Warner James Weld Jack Woodcock

**Experts in Commercial Investment Real Estate** 

