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THE PEAKS, HILLS AND VALLEYS OF THE FRONT RANGE OF THE SIERRA NEVADA

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WHERE THE CLIMATE FOR BUSINESS IS PERFECT

Two Awards – One Remarkable Broker

During the past two years, Northern Nevada Development Authority (NNDA) has developed a strong and robust group of investor volunteers who have gone above and beyond expectations. Of the more than 12 active action advisory committees, the Commercial Brokers and Developers Regional Action Committee (CRE), the first to be formed, is just such a group.



Rob Hooper
Executive Director, NNDA

One member of the CRE Committee was recently acknowledged for his extraordinary successes this past year. At the 6th Annual Summit Awards on May 8th at Harrah's in Reno, Brad Lancaster was not only awarded the prestigious "Industrial Broker of the Year Award" but also the overall "Broker of the Year" award. These designations are based on the total transaction volume conducted by the agent during the year. Lancaster beat out all of the other sector award recipients for the 2010 calendar year.

Lancaster has been working full time in the commercial real estate business since June 2007 and joined Miller Industrial Properties in April 2009 to focus exclusively on the industrial segment of the commercial real estate industry and assist the firm with its aggressive growth strategy. He credits his success to Tom Miller, owner and principal of Miller Industrial Properties, who is his mentor. Miller's leadership and experience in the construction, development, and industrial real estate arenas enabled Lancaster to become one of the most effective industrial real estate agents / brokers in northern Nevada. Since 1999, Lancaster has been working in sales and business development and is very well versed in state-of-the-art marketing techniques, effective prospecting activities, and successful sales cycle management. He brings a wide range of business experience for his clients through his work in business environments from small business ownership to the corporate sales management and capital equipment / software environment.

Lancaster is also a Relocation Team Lead for NNDA's CRE Committee and through his work with potential relocation clients has brought hundreds of jobs to the Sierra Region. Representing the tenant, Lancaster recently negotiated the largest industrial absorption in northern Nevada in nearly four years - a 566,000 square foot facility bringing approximately 250 new jobs to the region.

Lancaster is a Certified Commercial Investment Member (CCIM) candidate with course completion in progress and a

member and scholarship designee of the Northern Nevada CCIM Chapter.

The Summit Awards is the only awards program of its kind in northern Nevada to encourage and recognize distinguished commercial agents, brokers, property managers, developers, and projects. The Summit Awards staff and a third party CPA firm, Freeman & Williams of Carson City, analyzed the transaction levels in each commercial real estate discipline (industrial, retail, office, and land) and selected the top producer in each discipline. The Broker of the Year is the broker with the largest transaction level of all of the four competing disciplines. Past Summit Awards recipients, who also sit on NNDA's CRE Committee include Andie Wilson, CCIM, 2008 Top Generalist award, and Bruce Robertson, CCIM, 2008 Largest Single Sale Transaction award.

NNDA's CRE Committee is made up of 17 of the region's top commercial brokers and developers. Their main mission is to facilitate the process of relocating businesses to the Sierra Region. The commercial agents and brokers take a lead position in partnership with NNDA's business development team when dealing with relocating companies. NNDA's Open Source format allows the brokers to partner with industry experts from other NNDA committees when dealing with client needs. In short, the brokers have at their fingertips the expertise representing any need the client may have.

Together with NNDA staff, the committee has successfully relocated 20 companies over the past 18 months and in doing so has created hundreds of new jobs. The team established an impressive level of economic impact to the region totaling well over \$100 million. In a down economy, having this level of success is a true testament that the system works. NNDA is proud to have such passionate and talented individuals working side-by-side for the benefit of all who have made the Sierra Region of Nevada their home.

CRE Committee members include: Mark Beauchamp, Shaheen Beauchamp Builders; Eric Bennett, CB Richard Ellis; Brad Bonkowski, Coldwell Banker Commercial, Premier Brokers; Jeff Brigger, NV Energy (consultant to the committee); Chad Coons, Gillmor Coons Real Estate Group; Chuck Davies, consultant and an NNDA Executive Board member; Sam Douglass, Uhart Commercial; Bryan Gardner, Reno Property Management; Brad Lancaster, Miller Industrial Properties; Tom Miller, Miller Industrial Properties; Bruce Robertson, Sperry Van Ness; Bob Schrimpf, Stark & Associates; Ed Shaw, Shaw Consulting; Greg Shutt, Grubb & Ellis; Dennis Smith, Coldwell Banker Commercial, Premier Brokers; John Uhart, Uhart Commercial; Andie Wilson, Coldwell Banker Commercial, Premier Brokers.

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NNDA's mission is to facilitate the recruitment of new business and industry and the retention and expansion of existing businesses. NNDA's vision is to secure an abundant and sustainable economy for Nevada where all residents have the opportunity to grow in prosperity and realize their financial goals.

For more information about the CRE Committee and to get involved with NNDA, please call 775-883-4413 or email us at nnda@nnda.org.



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