

**OCTOBER 2009
BY MIKE MIXER**



**THE
MIXER**

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ISSUE**

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**COLLIERS
INTERNATIONAL**





OFFICE EXPANSION & UPDATES

We are once again one happy family. I am pleased to report Property Management has rejoined suite 150. We have successfully absorbed the old Restrepo space.

We have new copiers in our office. We have replaced the Venetian in the workroom with a new updated copier and also the MGM will be replaced. We will also be getting another copier for our expansion space. With the new copiers, they are throwing in a brand new fax machine for the front desk for free!! *Nothing's ever free right?*



COLLIERS GOING GREEN

It is the goal of the REMS Steering Committee to create a national "green" initiative for Colliers to be rolled out in January 2010. It is long overdue that Colliers embrace a program that is accepted by all of the Colliers member firms. The program is not designed to replace any current programs in place at the individual firm level but to augment those efforts. I ask that you support this initiative for 2010.

Throughout Colliers there is a diverse approach to efforts being placed on green initiatives. Some of our partners have created elaborate programs both from an educational aspect and a marketing perspective while others have made no effort toward a sustainability program.

The Colliers' ECOmmitment Program has been designed to achieve success by all and will hopefully produce the following results:

1) 100% PARTICIPATION FROM COLLIERS OFFICES THROUGHOUT THE US!

This would allow for both national and local marketing efforts as well as a potential revenue source for Colliers through consulting and construction.

2) COLLIERS GREEN BUILDING PROGRAM

Colliers will design a level of achievements that are in line with both the EnergyStar Program and the LEED Certification Program for buildings. The program will outline levels of achievements in points similar to LEED and will be created to reward Colliers offices for achieving specific levels. This program is not designed to replace a LEED program or an EnergyStar program but to work in concert with those programs.

FUN FACTS



WWW.USGBC.ORG

The U.S. Green Building Council is a 501(c)(3) non-profit community of leaders working to make green buildings available to everyone within a generation. This is the place to:

- Certify your green building
- Join USGBC as an organization
- Join a chapter as an individual
- Sign up for courses and workshops
- Purchase LEED Reference Guides
- Learn about Greenbuild 2009
- Sign up for e-newsletters
- Become a LEED AP
- Learn about green building

WWW.GREENBROKEREDUCATION.COM

Brokers interested in these types of programs and certification may also want to take a look at this site as well. However, while it covers topics that are relevant to the USGBC's certifications, it won't qualify towards any coursework completed for the USGBC classes.

DID YOU KNOW?

Central Connecticut State University did a study claiming that a Prius takes more energy to manufacture than a Hummer - 50% more. In addition, the article claimed that the Prius costs \$3.25 per mile over its expected lifespan of 100,000 miles compared to \$1.95 per mile for the Hummer. The article gets its data from a study by CNW Marketing called Dust to Dust, which is an attempt to account for all the costs of vehicles, from manufacture through operation through repair and disposal. The \$3.25/mile cost quoted for the Prius is the 2005 number; for 2006 it is \$2.87. This improvement pulled the Prius below the straight industry average - all the other hybrids are still above that average. And the Hummer is not listed at all for 2006.

CAR MAKER WILDLIFE!

The Subaru assembly plant in Lafayette, Indiana was the first ever car manufacturing plant to achieve zero landfill status. Known as the Subaru of Indiana Automotive (SIA) Manufacturing Plant, this facility recycles 99.3% of its leftover steel, plastic, wood, paper and glass, and then ships the other 0.7% to be incinerated and used to generate electricity by the city of Indianapolis. Absolutely everything is reused and recycled. Not only is this Indiana facility green, but so are the cars that are made in it. Subaru offers Partial Zero Emissions Vehicles (PZEV) such as the Legacy, Outback and Forrester models. Other green features of many Subaru PZEVs are:

- Some have lower emissions than hybrids or other green vehicles
- They are EPA Certified Smartway Vehicles
- Tight pollution controls make the exhaust out of some vehicles cleaner than the air outside

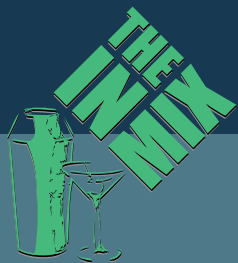
One of the coolest things about the SIA Manufacturing Plant is that it was actually designated a wildlife habitat in 2003. Everything from coyotes and beavers to geese and deer roam around the plant daily!

Plus, the plant was the first auto assembly plant in the U.S. to be declared smoke free.

It's just as important to be eco-friendly when you're making a green vehicle as when you are driving one. It's great that Subaru recycles or reuses everything in the Indiana plant because it dramatically reduces the company's carbon footprint.

TOP 10 LITTLE KNOWN ENVIRONMENTAL QUOTES

10. "A tree's a tree. How many more do you need to look at?"
- Ronald Reagan
09. "I don't think my parents liked me. They put a live teddy bear in my crib."
- Woody Allen
08. "I durst not laugh for fear of opening my lips and receiving the bad air."
- William Shakespeare
07. "It isn't the pollution that's harming the environment. It's the impurities in our air and water that are doing it."
- Dan Quayle
06. "I am not a vegetarian because I love animals, I am a vegetarian because I hate plants."
- A. Whitney Brown
05. "I never drink water because of the disgusting things that fish do in it."
- W.C. Fields
04. "A zebra does not change its spots."
- Al Gore
03. "Not all chemicals are bad. Without chemicals such as hydrogen and oxygen, there would be no way to make water; a vital ingredient in beer."
- Dave Barry
02. "If a tree falls in the forest, will you make a sound?"
- Homer Simpson
01. "I know the human being and fish can coexist peacefully."
- George W. Bush



DRESS CODE

We as a company should always put our best foot forward. How we dress says a lot about us. Let's be mindful and respectful to one another when in the office. There are days when we dress "down" due to lack of personal meetings, however, others in the office may have a very important client meeting.

The minimum dress code should consist of Business casual with a collared shirt for guys.

Jeans are acceptable on Fridays as long as they're not from the Jon Bon Jovi line (no holes or writing) and **NO T-SHIRTS!**

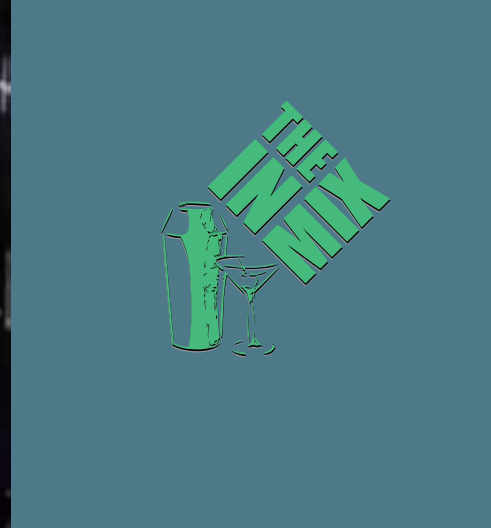
COMMUNITY ENGAGEMENT DOES MAKE A DIFFERENCE

I encourage all our brokers to get involved in the community. Seek out opportunities to serve on various Boards and/or volunteer for charitable organizations. Colliers should be known for being both a leader in business and a leader in community minded efforts. *Below are some of the quickly approaching events you may want to consider participating in.*

12th Annual Garden Party Luncheon & Concert http://www.liliclairefoundation.org	Private home in Brentwood, CA	OCT 4th - 2009
The BIG Gala http://www.bbbsn.org	The Sports Center of Las Vegas	NOV 7th - 2009
22nd Annual Golf Classic http://www.candlelightersnv.org	TPC Summerlin & TPC Las Vegas Golf Courses	DEC 7th - 2009



LINKS FOR LIFE DONATION UPDATES:
\$5000 to Big Brothers Big Sisters of Southern Nevada
\$5000 to Las Vegas Area Council, Boy Scouts of America
\$5000 to the SIOR Street Teens Charity
\$1,000 to the Shade Tree



COLLIERS CURRICULUM

We have developed a Colliers USA curriculum “menu” with a wide range of coaches and trainers for 2010. The plan has been to create a program that is web based with a class offering every other week. The content is focused on a wide range of skills from technical underwriting to building your position in the market. The goal would be to develop these programs for webinar delivery with some of the best trainers and coaches we have worked with.

We will administrate the registration and delivery of the classes and conduct the technical interface with trainers. It will be up to the local offices to set up conference rooms or to help set up the local participants. Our plan is to house the recorded content on a Colliers University site.

The following is a sample list of courses, all of which can be customized based on the priorities and selections of each office.

- The Basics of CRE - 6 Courses
- Daily Industry Skills - 14 Courses
- Marketing - 7 Courses
- Generating Business - 4 Courses

- Client Engagement - 4 Courses
- Economics - 3 Courses
- Strategic Business Development - 4 Courses
- Sustainability in CRE - 12 Courses

A WARM WELCOME BACK TO COLLIERS INTERNATIONAL AS A 2009 CORPORATE SPONSOR

Colliers International has once again signed on as a corporate sponsor for the 2009 race. The company will be providing various goods and services to support the 2009 race.

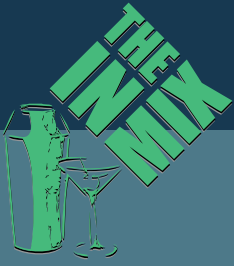
FULL & HALF DISTANCE TRIATHLON

SILVERMAN™



About the Nevada Silverman Triathlon:

The Silverman Triathlon is a full and half distance triathlon held in Henderson, Nevada. Branded as the toughest course in North America by “The Man” himself, Dave Scott, and echoed by more than 1,500 participants over the past 5 years, the Nevada Silverman is sure to attract individuals and relay teams from around the world in 2009. The race will take place on Sunday, November 8, 2009. For registration or more information on the Nevada Silverman Triathlon please visit www.silvermannv.com



HIGHLIGHTS CURRENT & FUTURE EVENTS

IN BUSINESS BOOK OF LISTS: COLLIERS LISTED AS THE NUMBER ONE COMMERCIAL REAL ESTATE BROKERAGE IN LAS VEGAS ONCE AGAIN!

**ADAM MALAN IS ENGAGED TO HIS BEAUTY, AURORA CORNWALL
CONGRATULATIONS TO THE BOTH OF YOU!**

Now when can we start to expect the little ones?

2010 LAS VEGAS MURAL'S

Landiscor will be delivering their Las Vegas Murals October 2009, and will be prominently placed in the main conference room.

REBEL RED DAY: FRIDAY, OCTOBER 16, 2009

Support your Rebels by wearing Rebel Red to work and participate in the citywide effort to turn Las Vegas Rebel Red!

UNLV FOOTBALL VS. UNIVERSITY OF UTAH HOMECOMING

Saturday, October 17, 2009

4 p.m. Tailgate

7 p.m. Kickoff

Sam Boyd Stadium, Rebel Experience



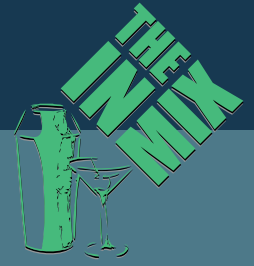
NEW ADDITION TO THE COLLIERS FAMILY

Congratulations to Michelle and Paul Sweetland on the arrival of their baby boy Levi. He was born at 5:44 p.m. Sunday the 20th of September and mom and baby are doing well. We will find out more of the details and get some pics when we see Paul. Welcome to our Colliers family Levi!

SOFTBALL CHALLENGE

The Anthem Men's Senior Softball Team has challenged Colliers International to a softball game. I thought that it would be a great time to participate in the event, especially since they will probably give us a tough time. They have some incredibly talented athletes, and some of them are very good ballplayers. The game will be held on Saturday, October 3rd at 9am. The field is located at Sunridge Park (major crossroads are Eastern and Summit Grove).





TAG CONFERENCE IN LAKE TAHOE

"Ask not what your teammates can do for you, but rather, what can you do for your teammates." - Magic Johnson

All: The upcoming 2009 TAG Conference is the perfect opportunity for you and your enthusiasm to uplift teammates during these tough times...we need each other!

This very popular and ever growing event will be held:

Thursday, November 5, 2009

@ HARVEY's LAKE TAHOE

Networking with your own teammates is the PRIMARY purpose of this activity.

LV COLLIERS RELEASES 3Q MARKET ANALYSIS

Full report now available at www.lvcolliers.com - select "Market Reports"

Colliers International – Las Vegas released today the third edition of Las Vegas Quarterly, a series of reports detailing the performance of Southern Nevada's commercial real estate market. The firm announced its third quarter findings at an event held this morning at the Four Seasons Hotel in Las Vegas.

The findings, which detail third quarter performance in industrial, office and retail sectors, note a continued, though slower, increase in vacancies, despite an uptick in leasing activity across the board.

"While it is unlikely that we've hit the bottom yet, it does appear that the bottom is in sight," said John Stater, research manager for Colliers International's Las Vegas office. "All sectors of Southern Nevada's commercial real estate market have seen lease activity, though not sale activity, increase. However, we continue to keep a close watch on the many commercial foreclosures expected in 2010, as they may throw a wrench into a potential recovery."

Industrial Market

- Industrial vacancy now stands at 13.3 percent. This is a 0.9-point (or 7.5 percent) increase from one quarter ago, and a 3.4-point (or 34.7 percent) increase from one year ago.
- The industrial average asking rent now stands at \$0.66 per square foot on a triple-net basis. This is a \$0.05 (or 6.8 percent) decrease from one quarter ago, and a \$0.12 (or 15.3 percent) decrease from one year ago.
- Industrial net absorption was -884,420 square feet this quarter. This is a 131,846-square-foot (or 13 percent) increase from one quarter ago, but a 317,967-square-foot (or 56.1 percent) decrease from one year ago.
- Industrial completions were 121,875 square feet this quarter. This is a 220,699-square-foot (or 64.4 percent) decrease from one quarter ago, and a 674,993-square-foot (or 88 percent decrease from one year ago).

NDA ANNUAL LUNCHEON

The NDA Annual Luncheon Sponsored by Colliers will be held Wednesday, October 7th at the Bellagio!

BUS TOUR SPONSOR

We are sponsoring the NAIOP Guide Book sponsor at this year's tour! As part of your sponsorship, your company logo will be printed on the front cover of the guide book and it will be stated that the guide book was sponsored by your company. The book will be given to every person at the event as well as distributed to the entire Nevada Business Magazine readership.

GOODBYE TO

MICHAEL G. HURSTON

Friday October 2, 2009

3pm large-conference room
A cake & ice cream farewell to our respected and gifted Graphics Manager



“Although the industrial market is still facing difficulties, the change in industrial vacancy year-over-year is heading downwards after rising sharply beginning in the first quarter of 2007 and peaking in the third quarter of 2008,” said Stater. “However, we still think that a significant, sustained recovery of Southern Nevada’s industrial market will not begin earlier than the second half of 2010.”

Office Market

- Office vacancy now stands at 22 percent. This is a 0.2-point (or 0.8 percent) increase from one quarter ago, and a 4-point (or 22.2 percent) increase from one year ago.
- The office average asking rent now stands at \$2.32 per square foot on a full-service gross basis. This is a \$0.04 (or 1.4 percent) decrease from one quarter ago, and a \$0.12 (or 4.9 percent) decrease from one year ago.
- Office net absorption was -39,154 square feet this quarter. This is a 233,473 square foot (or 85.6 percent) increase from one quarter ago and a 302,347-square-foot (or 88.5 percent) increase from one year ago.
- Office completions were 40,000 square feet this quarter. This is a 103,481-square-foot (or 72.1 percent) decrease from one quarter ago and a 540,294-square-foot (or 93.1 percent) decrease from one year ago.

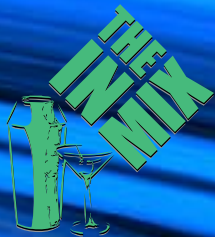
“Lease activity is definitely on the rise, and the pace of new office availabilities entering the market has been on the decline since April of 2009,” noted Stater. “What we are likely seeing in the third quarter of 2009 is the end to the “shock & awe” of late-2008 and early-2009, and a return to equilibrium between supply and demand.”

Retail Market

- Retail vacancy now stands at 8.6 percent. This is a 0.5-point (or 5.8 percent) increase from one quarter ago, and a 3-point (or 52.8 percent) increase from one year ago.
- The retail average asking rent now stands at \$1.83 per square foot on a triple net basis. This is a \$0.05 (or 2.6 percent) decrease from one quarter ago, and a \$0.20 (or 9.9 percent) decrease from one year ago.
- Retail net absorption was -202,841 square feet this quarter. This is a 327,949-square-foot (or 262.1 percent) decrease from one quarter ago, and a 656,299 square foot (or 144.7 percent) decrease from one year ago.
- There were no retail completions this quarter. This is a 532,000-square-foot decrease from one quarter ago, and a 620,738-square-foot decrease from one year ago.



Stater noted, “For the most part, Southern Nevada’s retail market continued its slow glide downward in the third quarter of 2009, with no surprises. While leasing activity has increased, consumer spending remains restrained and retail employment is still in decline. Demand for retail space should remain weak through 2009, with the pace of activity increasing in 2010.” □



HAPPY HALLOWEEN

294 OFFICES IN 61 COUNTRIES
ON 6 CONTINENTS

USA 94
Canada 22
Latin America 17
Asia Pacific 64
EMEA 97

\$1.6 billion in Revenue
1.1 billion sq. ft. under management
12,749 Professionals

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