

UPDATE



The Arizona Association for Economic Development is the leading advocate for responsible economic development for all of Arizona.

Governor's Rural Development Conference In Association With AAED Is August 15-17

Mike Apostolos, AIA, Faithful + Gould

Be sure to mark your calendars and register online now for this year's Governor's Rural Development Conference on August 15 – 17. It's being held in the cool climate at the base of the highly elevated Catalina Mountains (sounds cooler already) in Oro Valley at the Hilton El Conquistador Resort.



HILTON EL CONQUISTADOR RESORT IN ORO VALLEY

This year's AAED Tracks will offer new, exciting, innovative and current issues and programs for the AAED Practitioner and Provider alike – from Rural to Urban and Rurban in between – there will be something for everyone. Take a look at the selections below, which are a few of the many program sessions offered at this year's conference:

“Rail – The Other Mode” and “Year of Rail”

Panel participants:

- Alan Levin, Port of Tucson – Century Park
- Jim Dickey, ADOT – State of Arizona Railroad Assessment & Inventory – Current status of rail issues
- John Hagen, ED Director, City of Surprise, Arizona – 700+ Acre Industrial Park w/Rail
- David Snider, Pinal County Supervisor – The Redrock Yard

This two-part session will provide attendees an innovative look at rail in Arizona with several

perspectives. Hear about the successful and dynamic private sector development in southern Arizona that's capturing an increasing share of frozen commodity exports. Hear first-hand results of the statewide assessment of Arizona's rail inventory. Listen as two Arizona communities – one “rurban” and one rural, discuss their rail-served sites and their economic impact.

“Creating Vital Downtown Cores in Arizona”

Panel session presented by:

- Christiana Moss, AIA, Studio MA, Inc. – Architectural and Environmental Design
- Will Bruder, AIA, Will Bruder+Partners, Ltd. – A Nationally Acclaimed Architectural Design Firm
- Nan Ellen, Urban Design Professor at Arizona State University and Urban Theorist
- Dyett & Bhatia, Urban and Regional Planners

This session is a look at how higher density infill, transit-oriented as applicable, live-work and mixed-use developments can

find its way into the vision plans of historic, rural, rurban and urban downtowns of Arizona towns and cities. This session will discuss how city and community leaders can provide new opportunities to revitalize their downtowns in innovative ways never imagined. Practitioners and Providers won't want to miss this!

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President's Message



The AAED Board Retreat was held in Sedona at the Radisson Poco Diablo Resort on June 15-16, 2007. AAED was greeted with open arms. Jodie Filardo with the City's Planning Department helped in making special arrangements for Vice Mayor Jerry Frey to attend the retreat. He joined us for the kickoff lunch and gave us an

official Sedona Welcome.

We had a great turnout at the event, with 36 leaders coming to prepare for AAED's future. Board members, Committee Chairs and Vice Chairs, AAED staff and Past Presidents spent two days working hard to ensure that the organization has a plan to meet the needs of our membership going forward. We were honored by participation from eleven Past Presidents (a record, I'm sure!): Rick Ireland, Betty Niles, Dunbar Norton, Evelyn Casuga, Mike Hammond, Dee Dee Bark, Kim Soule, Wade Nafzger, David Bentler, Bruce Coomer and our Immediate Past President LH Hamilton.

The group spent Friday brainstorming about the purpose of AAED and about what we all felt was important for the organization to focus on. After a lively debate, it became clear that focusing on Education, Advocacy and Networking based around economic development and workforce practitioners was still the driving force and direction for AAED.

Other topics discussed included expanding key strategic alliances and partnerships, enhancing participation from our practitioners, and the Common Vision program – linking workforce assets into economic development. We discussed potential roles for AAED in the areas of Green Building and international trade with Mexico, and ways to enhance access to

resources for rural members.

On Saturday, Committee Chairs and Vice Chairs presented their draft plans for the coming year. Look for some exciting new things from our committees! All of this work will be synthesized into the 2007-2008 Action Plan, which will be approved at the July 27 Board of Director's Meeting.

We worked hard, we laughed, we cried (well, ok, maybe we didn't cry, other than during the extensive discussions about non-member luncheon costs). I left Sedona feeling invigorated, and I believe that AAED has an incredible game plan for the next year.

I'm proud to serve with such an inspired group of leaders and look forward to great things for AAED well into the future.

Garrett Newland, Westcor

AAED Retreat



PAST PRESIDENTS at Retreat were L-R: (Back row) Wade Nafzger, David Bentler, L.H. Hamilton, Bruce Coomer; (Front row) Kim Soule, Betty Niles, Evelyn Casuga, Dee Dee Bark, Mike Hammond, Dunbar Norton (Rick Ireland not in photo).



RETREAT PARTICIPANTS – 36 AAED leaders spent a Friday and Saturday last month at the retreat in Sedona.

SPOTLIGHT: Don Maxwell

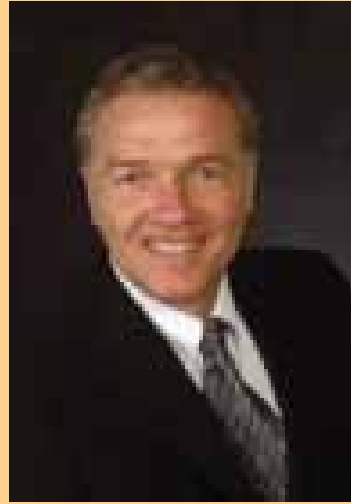
David Bentler, APS

Don is the new Community and Economic Development Director for the City of Phoenix. He is celebrating more than 30 years of marriage to his childhood sweetheart, Ginny. In his professional life prior to Phoenix, Don served as the Director of Economic Development for the City of Virginia Beach, Virginia, for 12 years and as Director of Development for the City of Hampton, Virginia, for 17 years. Don is a native of Pennsylvania, but became a "Buckeye" with an Architecture degree from Ohio State University. He also received a Master of Urban Planning from Virginia Tech as well as completing the Post Graduate Program in Advanced Management Development at Harvard.

Here are a few more tidbits about Don: He was selected by the Urban League as Honorary Chairman for the Dr. Martin Luther King Day in 2006 in Hampton Roads, Virginia. He is Friends with NFL Hall of Famer Bruce Smith (Buffalo Bills), and David Wright of the New York Mets. And finally, and this is something that we need to investigate more, currently he is on MTV in "My Block Virginia" with Hip Hop Mogul Pharrel Williams. We need to get a copy of this one! Here are the questions we asked and Don's responses:

What Economic Development issues will the City of Phoenix have to address in the next five years?

A skilled workforce, meeting the demands for workforce housing, transportation, escalating land costs and neighborhood investments, and revitalization are some major concerns of focus.



What do you find different or interesting about Phoenix compared to some of the previous communities that you worked in?

The emphasis on the retail development sector seems stronger here. The number and diversity of community and business partners

involved in Economic Development is impressive in Arizona. I have noticed the lack of international corporate presence in the area, but cities that I am impressed with have the understanding of the Economic Development process by City Council and management.

What economic development accomplishments are you most proud of?

Being selected as the top Economic Development Department in North America (Virginia Beach), and gaining authorization for preparation of a long-term (20 years) Economic Development strategy in Phoenix. I am also very proud to be selected from a large number of outstanding applicants for this Phoenix position.



AAED *Impromptu Mixer*

AAED members and guests gathered together to beat the heat, network and review the latest economic development activities in the state at the Merc Bar in Phoenix on Tuesday, June 26. Here are some of those in attendance caught for posterity by AAED Executive Director and Photographer Bruce Coomer.

Freeway Construction Projects Will Improve Transportation But Also Will Impact Summer Vacation Road Trips

Amy Malloy, Westcor

Even with relatively high gasoline prices, the summer season means more road trips. Summer travel in general is expected to increase 3.2 percent this year. And as we Arizonans look to beat the heat and head to the high country, local road construction projects will lengthen travel times. Here are some to be aware of:

In June, The first of several construction projects to improve Interstate 17 north of Loop 101 began and the Arizona Department of Transportation (ADOT) advises drivers to expect construction-related roadway restrictions.

The first I-17 improvement projects are the construction of new interchanges at Jomax Road and Dixileta Drive. Additional I-17 improvements include adding two new lanes from Loop 101 to Carefree Highway (State Route 74), and one lane in each direction from Carefree Highway to Anthem Way. Four new traffic interchanges will be added, with two other interchanges being rebuilt to improve traffic flow and access in the North Valley. Work in the area will be completed in 2009 to Carefree Highway and in 2010 to Anthem Way.

The State Transportation Board awarded a \$35.8 million contract to Pulice Construction, Inc., of Phoenix, to build new I-17 interchanges at Jomax Road and Dixileta Drive.

ADOT says crews will build two new bridges over I-17 to connect Jomax Road and Dixileta Drive to the freeway.

The Jomax Road interchange will have both northbound and southbound I-17 on and off ramps. The Dixileta Drive interchange will include

a northbound I-17 exit ramp and a southbound entrance ramp. Jomax Road and Dixileta Drive are two miles apart.

ADOT says the project also will connect the I-17 frontage roads to the Dixileta Drive interchange and will allow the frontage roads to be converted from two-way to safer, more efficient one-way roads.

The project is the first in a series of improvement projects scheduled along I-17 in the North Valley during the next three years. Additional projects include the reconstruction of the I-17 interchange at State Route 74 (Carefree Highway), which is slated to start this summer.

During construction, ADOT plans to maintain two open lanes of traffic in each direction. However, the freeway may need to be closed for up to 15 minutes at a time to complete some of the work. These closures are scheduled to occur during overnight hours.

ADOT advises drivers on I-17 to slow down and be aware of changes in temporary lane markers and traffic flow.



I-17/I-40 JUNCTION IN FLAGSTAFF

For information about I-17 specific construction activities, contact Brock Barnhart at ADOT at 602.712.7176. For general information about I-17 improvements, contact the I-17 project hotline at 480.890.3055. More information about I-17 improvement projects north of Loop 101 is also available at www.ValleyFreeways.com.

For a complete listing of freeway and highway restrictions across Arizona, visit ADOT's Travel Information Site, www.az511.com, or call 5-1-1 (www.azdot.gov)

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Golf Classic is Friday, September 28 at Foothills Golf Club

Rachel Busch, City of Scottsdale

The 12th annual Golf Classic High Noon Shootout in the Desert will be held at Foothills Golf Club, September 28th. The day includes a 4-person scramble, boxed lunch, BBQ dinner and lots of fun.

This year, the committee is made up of: Jessica Theobald Chair; Rock Rickert, Vice Chair; Deidre Booth, McCarthy; Amanda Elliott, Barton Malow; Barbara Moss, City of Goodyear; Bill Heath, Geiger; Charlie Thompson, APS; Cindy Winter, CIT; Dee Dee Bark; Diana Peterson, Geiger; Jeff Fairman, Sundt; John Long, DR Horton; Joy Whitneybell, Realty Executives; Maria Pulliam, ILM; Mike Albertson, HSAMI; Mike Apostolos, Faithful +Gould; Mimi Paris, Paris Capital Group; Sergio Martinez, DLR Group; Sherry Sentgeorge, Community Bank of Nevada; Ted Mullikin, Terracon; and Tina Reed, Barton Malow.

The committee is asking for help in soliciting raffle prizes. Please let a committee member know if you can help. Also, don't forget to ask your clients to donate a raffle item. Some great prizes we've had in the past included restaurant gift certificates, wine baskets, golf items/tee times, retail gift certificates, etc.

Last year's golf tournament fundraising goal was \$12,000, but more than \$15,000 was raised! This year the committee is shooting for \$20,000, so please help them collect some auction items.

This year's golf gift is an Executive Collapsible Putter. The first 120 players to check in at registration on the day of the tournament will get one of these top-of-the-line putters!

If members are interested in volunteering for the day of event, please contact Jessica Theobald at jessicatheobald@homesandson.com.

Golf Sponsorships!

Don't miss out on the sponsorship opportunities for the AAED High Noon Shootout in the Desert! You may want to sponsor:

- The Tequila Monster hole
- The Cookie Monster hole
- The Ice Cold Beer Blasters hole, or
- The You Scream for Ice Cream hole

And of course there will be sponsorships available for:

- Closest to the Pin
- Longest Drive, and
- Hole-In-One

To get in on the fun, call Dee Dee Bark, Sponsorship Coordinator, at 480.998.1489 or contact her by email at deedeeb7@cox.net. She will give you the details!

GOVERNMENTAL AFFAIRS COMMITTEE

Reports On 2007 Legislative Session

Nick Davis, The Beck Group

The news from this past legislative session for AAED members was by and large very good. Heading into the 2007 session, AAED's Governmental Affairs Committee targeted five areas for legislative support:

- High Wage Jobs via Global Business Attraction and Marketing
- Increased Capitalization for the Greater Arizona Development Authority (GADA)
- Restoration of the Commerce and Economic Development Fund (CEDC)
- Reauthorization of the Job Training Program
- Investment in Innovation and Sustainable Approaches to Growth

Sine die was reached on June 20 at 10:58 p.m. and in those final hours a number of measures

were approved and sent to the Executive Branch for enactment. Included in those final pieces of legislation were three measures that AAED supported:

- Job Training Reauthorization
- \$25 million for Science Foundation Arizona
- \$700,000 for Foreign Direct Investment

All three items are very good news for economic development within our state. One item that the Governor signed into law on July 2 was not good news for our membership: HB 2515 which ends the practice of cities of giving large tax breaks to businesses that choose to locate within their boundaries. All in all, AAED's time, energy and effort in meeting with our elected representatives this past session proved to be very worthwhile!



CALENDAR OF EVENTS

Save the Date!

12th Annual Golf Classic

HIGH NOON

Shootout in the Desert

Friday, September 28th

Four-Person Scramble

Box lunch and BBQ is included

High Noon:30
Shotgun Start

SPONSORSHIPS AVAILABLE!

To sign up as a sponsor, contact Dee Dee Bark at 480.998.1489 or deeedeeb7@cox.net

JULY

July 25

Southern Arizona luncheon will be at the Double Tree Inn in Tucson. The program will be on the construction on I-10 as well as how the improvements being done by the Regional Transportation Authority will impact TREO's Blueprint for the Tucson Region.

AUGUST

August 7

Phoenix Luncheon – Vision & Collaboration: The Desert Ridge Area. Three major developers in the Desert Ridge area will discuss the anticipated economic impact of Desert Ridge on the North Phoenix area.

August 15, 16 & 17

Governor's Rural Development Conference, Hilton El Conquistador, Oro Valley. Make hotel reservations NOW!

SEPTEMBER

September 4

ASU President Dr. Michael Crowe will speak at the Phoenix Luncheon.

September 12

Northern Arizona luncheon will be held in Flagstaff at Little America Resort. Martin L. Shultz, Pinnacle West Capital Corporation Vice President, Governmental Affairs speaks on the "Arizona Transportation Crisis – How It Impacts Arizona's Economy."

September 28

AAED Annual Golf Classic at the Foothills Golf Club. High Noon Shoot out in the Desert. Shotgun start at High Noon: 30.



NEWSWORTHY

Bridgette Walker, AAED

AAED has partnered with *Arizona Business Magazine* again this year as a sponsor of the second annual Economic Engines of Arizona awards. The publication is encouraging nominations for the people, places, products and services that have made significant contributions to Arizona's economic growth. Winners will be announced and honored at an awards reception this Fall. Arizona Business Magazine will also publish a special report within the October/November issue to highlight all of the winning people, places, products and services. Arizona Lottery, Eide Bailly, Shughart Thomson & Kilroy are presenting sponsors and AAED is pleased to join Arizona Tourism Alliance and SCF Arizona as Event Sponsors again this year. For more information on ways to participate and to download nomination forms, please visit: www.azbusinessmagazine.com/events/econ07/index.html. The deadline for nominations is Friday, August 10th.

to a specific community. More than 40 people representing economic development organizations from towns in size from Douglas to Phoenix participated in the forum.

AAED Member **Barbra Moss**, Senior Development Manager for the City of Goodyear, recently returned from New Orleans where she served as an Economic Recovery Volunteer through the International Economic Development Council's (IEDC) Economic Recovery Volunteer Program. The Program deploys IEDC member professionals



23 COMMUNITIES PARTICIPATED AT APS-SPONSORED FORUM

Congratulations to AAED Board Member **Eric Larson**, who was recently promoted to Vice president of Business Development for A.R. Mays Construction. Larson has been an active member of AAED since 1999 and was appointed Member of the Year in 2006. He chaired the Membership Committee for at least three years and still continues to serve as an active member.

to the impact regions of hurricanes Katrina and Rita who then provide technical assistance to economic development organizations and businesses located in areas of the Gulf Coast that suffered heavy damage. Barbra worked for the Office of Recovery Management at the City of New Orleans for an entire week in June. She assisted with land use surveys in the city and supported city officials in identifying and assessing the proposed projects to be initiated by September 1.

An AAED Member organization has established a new name: **Rider Hunt Levett & Bailey** will now be known as **Rider Levett Bucknall**. Scott Macpherson (photo, right) and Kristen Howard are the AAED members that represent this organization.



Last month APS sponsored a forum, Building Bridges to Business (B3), to introduce members of 23 communities from across Arizona to a novel approach to business retention and expansion. The approach uses local business data analysis collected through face-to-face interviews and surveys to provide detailed economic reports and directories

Have a story idea?

HELP WANTED: We need your story ideas and also we'd like you to join the AAED PR Committee. If you can't make it in person to our committee meetings – which are now at noon on the first Wednesday of the month (and include a free lunch!) – you can call in. Contact PR Committee chair Pete Klute with story ideas and if you want to join the committee at 480.951.6525 or peteklute@klutecommunications.com.

LATEST DIRT

Amanda Elliott, Barton Mallow

Goodyear Federated Corporate Services will open a 603,000-square-foot distribution center at the northeastern corner of Cotton Lane and Maricopa County 85. In five to seven years, the distribution center is planning for a second phase expansion. The completion of this project will allow for more than 500 full-time jobs within the next six years.

Prescott Valley The Town of Prescott Valley announced that industrial firms will add about 350,000 square feet of buildings to the area along with 200 industrial jobs in the next 18 to 24 months. Greg Fister, Economic Development Manager, estimates that during the next two years, new retail and commercial businesses will contribute to the economy and will create between 1,300 and 1,400 jobs.

San Luis In May 2007, the City of San Luis welcomed Advanced Call Center Technologies, a global leader in outsourced mobile customer service. The City acquired a former commercial facility and made tenant improvements and then orchestrated a 15-year leaseback agreement with the company. ACT has hired more than 300 employees at the facility and has future ramp-up plans for the years to come. Joe Lembo, President/CEO of ACT, calls this new location the premier support center for ACT's national operations. *(Contributed by Chris Comacho, Greater Yuma EDC)*

Tucson Target is planning to open a 975,000-square-foot center on the Southeast Side that will process, house and ship orders online. The center will create 400 full-time jobs and 500 seasonal positions. The center is expected to open in Spring 2009. Depending on volume, the building could expand another 1.2 million square feet.

West Phoenix Homes and Sons Contractors recently broke ground on a 20,687-square-foot distribution and sales center for Schwan's Consumer brands. The 14-truck facility, expected to open in March 2008, will be home to more than 40 employees and will replace the 18-year-old depot in Peoria.

Yuma General Motors and the Yuma Proving Ground have reached an Enhanced Use Lease agreement for 2,400 acres for GM to develop the premier hot weather automotive test track in the United States. The project will bring 170 new GM and contract employees to the community and protects the military presence in Yuma County.

(Contributed by Chris Comacho, Greater Yuma EDC)

Does your community have some "DIRT" to share? Send your contributions to the editor, PeteKlute@KluteCommunications.com.

Video From Meeting Available at AAED.COM

The July 3 AAED meeting in Phoenix featured a report from Phelps Dodge Vice President Hunter White on mining in southeastern Arizona. Safford was the featured city and AAED member and Safford Community Economic Development Director Pete Stasiak gave a brief overview of the explosive activity taking place in his community because of the new mine Phelps Dodge is building just outside Safford. A colorful, high-definition, fast-paced video showing the activity was the highlight of Stasiak's presentation. It can be viewed on the AAED website at <http://www.aed.com/video.asp>.



Governor's Rural Development Conference, *continued from page 1*

“Diversity - How To's and Tools of Doing State Contracting and Its Economic Development”

- Ralph Gonzales, Arizona Department of Transportation

Here's a nuts-and-bolts, down-to-earth, hands-on, how-to workshop working with DBE and W/MBE groups to bring economic diversity to your community and a means for these businesses to learn to add another tool to grow economically. Learning these tools will enable you to return to your community to show others how this economic diversity will grow economic development internally and for those you outreach to.

“Public-Private Partnership's Role in Managing Water Scarcity in Rural Arizona”

- Trevor Hill, President – Global Water

This exciting new session will discuss the fact that managing water scarcity is a current reality in rural Arizona. As the state's thriving economy drives unprecedented growth into new areas, the water infrastructure investment necessary to meet the economic development requirement is daunting. Balancing these objectives may be achieved through partnerships that embrace private capital, progressive outreach and regional planning.

Global Water provides services as the water company to many rural communities in Arizona. Most recently

they have been doing all of the infrastructure work in Maricopa and laying purple pipe in an effort to be environmentally responsible.

Mr. Hill has met with the Governor numerous times on the issue of water conservation, water scarcity and water reclamation. Global Water has scientific methods to calculate water supplies and reclamation. He is looking at water management models for all parts of Arizona. His work and studies have shown that very few communities in Arizona will have any water to sustain their projected build-out. Currently, Phoenix is one of the only cities able to make that claim. Mr. Hill shows communities how and what they need to do to conserve and reclaim water. Apparently, through his studies and presentations to the Governor, she has declared a water shortage awareness program that currently is not too public.

As you can see from the sessions noted above for the AAED Tracks – this year's Conference has many innovative programs for AAED Members to participate in. Don't forget all of the other events such as the Golf Tournament, the Wednesday Night Local Bash and the ever so highly attended lunch with the Governor on Friday. Be sure to sign up early and partake in the many educational, learning and fun activities planned for this year's 2007 Governor's Rural Development Conference in Association with AAED. Yes, it is AAED's Fall Conference – so don't miss it.

AAED Update

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AAED Update provides news and views of the Arizona Association for Economic Development and its members.

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