



UPDATE

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

The Valley Grows Up, part 2

[Megan Griego, Town of Fountain Hills]

High rise development is happening all over. Last month, the Update looked at how cities in the valley were looking to create or increase the intensity of high-rise and vertical development in their communities. This month, the Update offers two private-sector perspectives.

How do you feel about high-rise, high density development? Do you feel it should all be concentrated at one location in the Valley or within communities?

Calbert: It makes sense to have high-density housing in urban areas where land is less readily available, but in some areas of the valley it would clearly be awkward. You would never want to see a 40-story tower jutting out of the pristine desert of Paradise Valley or at the base of Camelback Mountain. Nor do you want to concentrate all that density in one area where you would really overwhelm public services, roadways, etc.

Bo Calbert: Bo Calbert, President, Southwest Region, McCarthy Building Companies.



Garrett Newland: Assistant Vice President of Development for Westcor.



As more communities and companies are embarking on high-rise development, what have been some of the opponents? (i.e. cities, residents, developers)

Calbert: When there is opposition it seems to come from the neighboring communities, who may be opposed to something that isn't aesthetically complementary to the existing architecture. People living next to these high rise developments are very protective of their views, so height is always a hot topic. Also, with the increased density they are concerned with parking and the additional traffic and that the existing infrastructure can handle the increased density.

Newland: One of the valley's biggest challenges to vertical development has been our tradition of growing outward rather than upward. Vertical development is relatively new in metropolitan Phoenix, and private development needs to work closely with municipal government and the community at large to deliver the right densities and uses that respond to the community and the market.



RENDERING OF BILTMORE FASHION SQUARE

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AAED Ben Warren Memorial Scholarship



BEN WARREN
1939 - 2004

The AAED Educational Programs Committee is pleased to announce the establishment of the AAED Ben Warren Memorial Scholarship for the Arizona Economic Development Course at the University of Arizona, Tucson. For 2007, two scholarships will be available and are made possible by the generous

support of AAED Premier Partner - Arizona Public Service Company and the Arizona Department of Commerce.

Ben Warren worked as an economic developer in Arizona for more than 34 years. Ben was one of AAED's founding fathers and a charter member. He is credited as being a pioneer in the formation of Arizona's economic development industry. He served as the organization's President in 1978-79 and in 1984, Ben received the William W. Lampkin Long Term Excellence in Economic Development award. Ben worked for Salt River Project for 20 years before joining Arizona Public

Service in 1987 where he worked as a Senior Economic Development Consultant until his retirement in 2001.

Ben passed away in August of 2004. AAED is proud to honor his memory with the establishment of the Ben Warren Memorial Scholarship.

The Arizona Economic Development course provides intensive training in economic development basics and is designed for individuals who are new to the economic development profession including workforce developers, urban planners, chambers of commerce, community development agencies and Native American tribes. The 2007 course will be held January 21-25, 2007. The scholarships are open and available to economic development practitioners in the state of Arizona with less than five years of experience and cover the full \$600 course tuition fee. Lodging, transportation and meals are not included.

For information on the application process and selection criteria visit: www.aed.com.

Dues Due!

2007 AAED Membership dues invoices will be sent out in November for those who want to get them paid in this calendar year. Watch for them in the mail. You can also email or call our office and a copy can be emailed to you as well. AAED Dues for Practitioners are \$250 annually and \$275 for Providers. With all of the networking opportunities, outstanding luncheon programs and conference programs as well as other educational opportunities, legislative updates, Tribal economic development activities and our exceptional website – we believe we offer our members an incredible return for their investment.

- *Do you have a web link to your organization's home page on your member profile?* If you currently have a Web Link, your renewal will be automatically rebilled with your dues. If you don't – you are missing out on a great opportunity. It is only \$25 annually to put it online. There will be a check box to include this fee as part of your dues payment with your 2007 Membership Dues invoice.
- *Do we have your up-to-date contact information?*
- *Have you uploaded your digital photo to your online member profile?* Connect your face with your name – it's a great marketing tool. Call our office if you need help. Don't let your online profile look like this.





NEWSWORTHY

[John Bowers, AAED]

The Lone Butte Industrial Development Corporation celebrated its 40th Anniversary on October 27. Lone Butte is an enterprise of the Gila River Indian Community and is a long-time supporter of AAED, represented by General Manager Esther Manuel and Board members Lloyd Notah, Jr., Harlan Bohnee, and Urban Giff.

Therese Thill is the new VP for International Business Development for the Greater Phoenix Economic Council. Therese joins GPEC from the Oakland County ED Group in Michigan. Beth Steinberg has joined Harris & Associates as Client Relations Manager. Beth was formerly with Leo A Daly. Dean Sheppard has joined the staff of Concert Architectural Interiors, where he will be a business development specialist.

Barbra Moss has returned to the ED staff at the City of Goodyear. She will serve as a Senior Retail Development Manager. Nancy Buckel, Community Development Director of the Town of Camp Verde, is replacing former Town Manger Will Wright as an AAED member.

New AAED representatives for Cox Business Services in Tucson are Sales Manager Steve Crooks, replacing Renee Shields, and Account Exec Dan Nevels, replacing Billy Houston.

And finally, our very best wishes to former AAED Office Assistant Julie Miles, who has joined McCarthy Building Company as Marketing Coordinator. Julie did a terrific job for AAED and will be a great asset to McCarthy!

SPOTLIGHT: Frank Roberts

[Jenny Ellis, Adolphson & Peterson Construction]

Frank Roberts' career spans over 30 years in the industry, and he has enjoyed the past 15 of those with Durrant. A former Texan, Frank made the move to Arizona in 1976 from South Carolina. Frank is married and has four children and nine grandchildren. And, we cannot forget to mention that Frank was a member when AAED was known as AAID.

What brought you to Durrant?

After building the business of Roberts Dinsmore, we wanted to offer more opportunities on a national level. At that point we made the decision to sell to Durrant. The firm's largest office is located here in Phoenix, which is a reflection of our economy.

What are the benefits of being a part of AAED?

AAED represents diverse interests, and it doesn't matter what table you sit at. Some of the first people I met were George Hulstrom and Ted Mullikin. I noticed that after awhile I began to feel burned out and thanks to the networking available at AAED I was able to pick it back up.

Words of wisdom from a pro?

Always remember that you learn more through your failures than your successes.

Don't be afraid to make mistakes, just learn from them.

Who was your mentor?

I had three or four mentors that all taught me very different things. The common message was that they taught me to think about things and to make up my own mind.



COMMITTEE UPDATE

EVENTS COMMITTEE

[Amanda Elmore & Barton Malow]

The events committee which meets every third Wednesday of the month has many responsibilities. The primary function of the events committee is to generate topics relevant to current economic development issues and arrange for speakers to address those subjects. In addition, the events committee arranges for luncheon / door prize sponsors, community spotlight presenters, networking mixers, the annual December charity luncheon and the annual fund raising golf classic. The events committee's goal is to provide an environment which enables AAED practitioners and providers to be educated about the current happenings with economic development, therefore, making their job easier. Another goal is to increase member participation on committees and at all events including luncheons and networking opportunities, with a focus on practitioner education.

At the committee meetings, the group gives updates on the progress of luncheons and events, brainstorm topics for future luncheons and updates as well as gives suggestions

for luncheon sponsors, and the community spotlight. The meeting is truly a lot of coffee, bagels and of course laughter. Currently the events committee is working on the December Charity Luncheon. Each year, committee members bring ideas for a charity which will receive the December Luncheon proceeds. The group discusses the options, keeping in mind that the December Luncheon typically raises approximately \$2,000 and that a smaller charity benefits most from our donation. Once the group comes to a consensus, a recommendation is made to the board for approval. This year's selected charity is the Foundation for Burns and Trauma. Additional future events currently in the works include additional networking mixers.

The events committee is a great way to have a voice in topics that interest you and an opportunity to have fun with other AAED members. If any AAED members are interested in joining this 30 person committee, they should contact James Mason or Tina Reed.

CALENDAR OF EVENTS
NOVEMBER

November 7
Phoenix Membership Luncheon
11:30 am – 1:00 pm
Phoenix Country Club
Program: Downtown Phoenix Development
Speaker: Mike Ebert, RED Development

November 16
Southern Arizona Luncheon
11:30 am – 1:30 pm
Sheraton Four Points Hotel
Program: The Arizona Science Foundation
Speaker: Steve Lynn, Unisource Corp.

November 30
Northern Arizona Luncheon
11:30 am – 1:30 pm
Hampton Inn, Kingman
Program: Future of the AZ Rural Policy Institute
Speaker: Wayne Fox, Ass't Dean, College Of Business Administration, NAU

DECEMBER

December 1
Professional Development Workshop with Arizona Planning Association
7:30 am – 3:30 pm
Location TBA
Program: "Customer Service – from the Viewpoint of the Economic Developer, the Planner, the Elected Official and the Developer"

December 5
Phoenix Membership Luncheon
11:30 am – 1:30 pm
Phoenix Country Club
Annual Holiday Party and Charity Raffle, plus a very special program!



L-R: JOHN BOWERS, MIKE APOSTOLOS, JAMES MASON

2006 Economic Engines of Arizona Awards

On Wednesday October 4th, the 2006 Economic Engines of Arizona Awards were presented in recognition of the special people, places, products and services that have had a dramatic impact on the economic growth of Arizona. Congratulations to the following AAED members on their contributions, and the tremendous job they do in making Arizona a great place to live.

People

Stephanie McKinney, Greater Flagstaff Economic Council

Barry Broome, Greater Phoenix Economic Council

Clay Wells, The Weitz Company



CLAY
WELLS

Places

Westcor (Garrett Newland)

Services

APS Economic Development (Arthur Othon)

Greater Phoenix Convention & Visitors Bureau (Steve Moore)

University Physicians Health Plans (Mark Hillard)



L-R: JON MOFFITT,
GARRETT NEWLAND,
& SCOTT NELSON



L-R: MARTY HARPER, ART
OTHON, & JOSH SCHIMMELS

New Members



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The Valley Grows Up... *continued from page 1*

Newland: Vertical development can be a responsible approach to growth, in the right place at the right time. Take for example what is happening in the Camelback Corridor. The intersection of 24th Street and Camelback Road is a destination for corporate offices, upscale resorts and some of the city's best shopping. We've started to see how this hub can become a dynamic 24/7 environment, and there are some exciting opportunities ahead.

What have been some of the challenges of constructing high-rise, high density development? What have been some of the benefits?

Calbert: Vertical construction is clearly more costly than other types of construction. The real estate market for luxury high-rise living has softened somewhat over the past few months, yet there are still projects planned. The cost of building these projects isn't going down, however, because of the escalation in

the cost of materials, the rapid construction schedule that many developers demand and a shortage of labor. A major challenge that has been with us for some time and will likely continue is maintaining project quality, aggressive schedules and holding costs down.

Benefits are that there is much more inventory of this type than ever before in the marketplace, and these large-scale projects have kept the GC market busy over the past few years.

Newland: To build up, just like with any type of development, the right infrastructure is critical. It's also extremely important that new development works with the existing community - responsible development should complement the community's planning, architecture and overall lifestyle. Vertical development can have a positive impact on how urban cores are developed, introducing a new dynamic that blends with existing uses.

LATEST DIRT

[Amara Boesch, Adolfson & Peterson Construction]

Yuma— The Cocopah Indian Tribe plans to break ground next month on a new hotel, which will be located next to the Cocopah Casino. Details such as number of rooms and features are still being planned for the hotel, and despite being adjacent to the casino, it will function as a separate entity.



Casa Grande— Construction will start this month on the Promenade at Casa Grande regional shopping center located at the northeast corner of Florence Boulevard and Interstate 10. This million-plus-square-foot development is anticipated to open in the fall of 2007.

Mesa— The Timken Co., an international manufacturing and engineering firm, relocated to Mesa this month from Gilbert. The 85,000-square-foot, \$12 million technology center is located near Falcon Field. Timken moved 50 employees from Gilbert and the aerospace division plans to add about 50 more in the next few months. The Ohio-based company will contain engineering, manufacturing and reconditioning facilities.

Phoenix— Embraer, one of the world's leading manufacturers of commercial and corporate jets, selected Williams Gateway Airport to house one of four Embraer-owned executive jet service centers. Construction will start in 2007 and the facility is estimated to be completed in 2008. Once established, the new center will create up to 60 new jobs and a total capital investment of approximately \$11 million dollars.

Phoenix— Mortgage Lenders Network USA, Inc. (MLN), provider of non-conforming mortgage and home equity financing, will expand its operations into northwest Phoenix. This project is expected to create 650 new, high-wage jobs over the next three years and \$40 million in capital investment. The site will be located near I-17 and Pinnacle Peak Road.

Phoenix— NutraCea Corp., a California maker of dietary powders, announced the move of its corporate headquarters to Phoenix, leasing 25,000 square feet of space in the former Qwest Communications building just north of 40th Street and Camelback Road. Their sales and marketing department has been operating in Scottsdale since October 2005, and company plans to move about 20 of its 37 employees here and hire an additional 20 employees before opening its new offices on January 15.

AAED Premier Partners

AAED Partners

Nameplate photo of Hayden Ferry Lakeside provided by Crystal Powell, All Out Aerial

AAED Update

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