

Update

Volume 31, No. 2

February 2004

<http://www.aed.com>

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

AAED Has Office in Tucson

SCOTT HANSON

It is official; AAED now has an office in Tucson. On January 15, 2004 it was announced that an agreement was reached with the Greater Tucson Economic Council (GTEC) to allow AAED to have a Southern Arizona presence within the current GTEC facility located on the 8th floor of the Bank of America Building, at 33 N. Stone Avenue. AAED's new office uses excess office area of GTEC.

"AAED's decision to establish a Southern Arizona presence is a strategic decision that recognizes the region's economic maturity and validates the growth potential that exists here," said Steve Weathers, GTEC's president and CEO. "An AAED/GTEC partnership promises to pay great dividends to the region."



AAED's new Tucson location

President's Message:

AAED ACCOMPLISHING MISSION STATEMENT

AAED is about to take another huge step toward making our mission statement a reality. AAED is fast becoming "the leading advocate for responsible economic development in all of Arizona". The 1998 board members and committee chairs crafted that mission statement under the leadership of former President **Evelyn Casuga**.

Now, with your help, we are preparing for an event that will solidify our status as the Economic Development Leader in Arizona. You can help make AAED history by committing now to participate in the Legislative Luncheon on Tuesday, March 16th.

Dave Naugle's Government Affairs Committee has been working hard to create benchmarks for AAED. We will host a Legislative Luncheon on the Capitol lawn, catered by the Outback Steakhouse. We need

100% participation from our membership and need every AAED member to call their representative and senator to personally invite him or her to attend our legislative luncheon! The purpose for the luncheon will be to educate legislators on the resources we can provide on economic development issues. We will not lobby for a specific issue but rather introduce and interact with our lawmakers to enhance our visibility with them. It is very important for us to have a large membership turnout for the luncheon so every lawmaker can have a one on one conversation with an AAED member. We will provide talking points and ideas of what to communicate with the legislators.

Please call John or Myra to tell them you will participate. If you do not know your representative, they can give you contact information. This will be another huge step in our quest to make our mission statement a true reality!

Bruce Coomer

AAED President 2003-2004



Trivia Question

Name the Arizona dams which were named after United States Presidents?

(Clue: More than one)

Submit answer to joycegrossman@hotmail.com for a chance to win a box of premium golf balls

Contents

President's Message	1
Latest Dirt	2
Newsworthy	2
Welcome Aboard	3
Event Calendar	3
Spotlight On	4

Trivia Unveiled

Here is the answer to the last issue's Trivia Question:

Other than Arizona, in what three U.S. states will you find a city named Phoenix?

Patrick Dryer of Cox Communication answered correctly with Maryland, New York, and Oregon.

Patrick Dryer wins a bottle of wine courtesy of **Amara Boesch** and **Carter :: Burgess**.



Our January trivia winner Patrick Dryer (center) attended the February Phoenix Membership luncheon with Yvonne Hitchcock (left) and Brian Ford (right) both of Cox Communications.

The Latest Dirt

RACHEL BURKE & JAMES MASON

YUMA: On February 11, the formal groundbreaking will take place for Yuma Palms Regional Center located at Interstate 8 and 16th Street. The 93-acre mall will feature about one million s.f. of shopping space anchored by Dillard's and Sears. The center's innovative design incorporates a Main Street theme, along with entertainment and many first-to-market retailers.

PHOENIX WEST VALLEY:

The \$1.4 billion Loop 303 will connect Interstate 17 in far north Phoenix through Peoria, Sun City, Surprise, and Glendale to eventually continue south past Interstate 10 into Goodyear.

The section, which now connects I-10 and Lake Pleasant Road, is not a freeway yet; however sufficient right-of-way has been acquired so it can be expanded into six lanes.

The early draft of the 10-year regional freeway plan shows a portion of Loop 303 connecting with an existing roadway with I-17 in north Phoenix.

TUCSON: The Greater Tucson Economic Council, with support from its local economic development partners, attracted Adroit Automation which is relocating its manufacturing operations and headquarters from Evergreen, Colorado.

Another company announcing a new location in Tucson is Infotech Strategies which is based in Washington D.C. The company specializes in IT and communication consulting and is locating within the city's Rio Nuevo downtown redevelopment area.



Yuma Palms Regional Center, a Westcor Development Partners project, is scheduled to open on November 11, 2004

Newsworthy

JOHN BOWERS

A. R. Mays Construction Company is the new name for Devcon Enterprises. Eric Larson is the company's representative in AAED.

AAED Partner Jennings, Strouss & Salmon, P.L.C., has announced the opening of an office in Washington, D.C. The office, said Jennings, Strouss Managing Attorney John C. West, will expand the firm's capacity to serve clients in regulatory and advocacy matters, energy, biotechnology, Internet and technology. David Kash is the firm's AAED representative.

Greg Blumenthal, General Manager, is now the AAED representative for McGough Construction, taking the place of Joe Hassenfritz.

Maria Baier has been named Executive Director of Valley Partnership, replacing Maeve Johnson. Maria was previously with the Arizona Field Office of the Trust for Public Land. Valley Partnership has also moved its offices to 3003 N. Central Ave, Ste. 310.

Taralee Muhli is the new AAED representative for Wells Fargo Bank in Tucson, replacing May Hagen Smith.

Richard Fe Tom, principal of The Architecture Company in Tucson, is that firm's new representative in AAED. Richard replaces Ed Ciotti, who has formed his own architectural firm.

Sherry Azzerella, Communications/Sales Director of the Arizona Small Business Association, has replaced Candace Lappe as that organization's representative in AAED.

Welcome Aboard: New AAED Members

Julie Engel
Business Development Representative
Greater Yuma
Economic Development Corporation
377 S. Main Street, Suite 202, Yuma AZ 85364
(928) 783-0193 julie@gvedc.org

Anne Dancoff,
Economic Development Research Assistant
City of Chandler
PO Box 4008, MS 416
Chandler AZ 85224-4008
(480) 782-3033
anne.dancoff@ci.chandler.az.us

Ched Eckert, Jr., Broker
GVA Daum Worldwide Real Estate Solutions
1702 E. Highland Ave., Ste 120
Phoenix AZ 85016
(602) 957-7300
ched.eckert@daumcommercial.com

Daryl Lee, Manager
Print Time
1010 W. Broadway, Ste 2, Tempe AZ 85282
(480) 967-2500 dlee@printtime.com

Sammi Mangus, Economic Development Specialist
City of Phoenix
200 W. Washington St., 20th Floor
Phoenix AZ 85003
(602) 495-5329 sammi.mangus@phoenix.gov

Rayna Palmer, President/CEO
Apache Junction Chamber of Commerce
567 W. Apache Trail, Apache Junction AZ 85220
(480) 982-3141 apachejctms@qwest.net

Paul Ringer, Senior Vice President & CEO
Greater Phoenix Economic Council
2 N. Central Avenue, #2500, Phoenix AZ 85004
(602) 256-7700 pringer@gpec.org

Seth Shenfeld, Business Development Manager
Kitchell Contractors
1707 E. Highland, #200, Phoenix AZ 85016
(602) 222-5300 sshenfeld@kitchell.com

Gary Sheppard, Senior Engineer
Ninyo & Moore Geotechnical &
Environmental Consultants
3001 S. 35th Street, Suite 6, Phoenix AZ 85034
(602) 243-1600
gsheppard@ninyoandmoore.com

Peter Vesecky, Principal
DEI Professional Services, LLC
6225 N. 24th Street, Ste 200, Phoenix AZ 85254
(602) 954-0038 pvesecky@deipro.com

To join AAED, call John Bowers at (480) 921-9131 or log on to www.aed.com for an application.



**New member:
Sammi Mangus,
Economic Development Specialist,
City of Phoenix**

Existing Business Development

The New Name For Business Retention and Expansion

LEN BECKER

AAED in partnership with Arizona Public Service is pleased to be bringing one of the most highly respected and knowledgeable speakers in the discipline of Business Retention and Expansion to Arizona. Eric Canada—of Blane, Canada Ltd.—will be the keynote speaker at a special AAED luncheon and half-day panel discussion about why you should care about and pay particular attention to the businesses in your community's backyard and region.

Panelists from throughout Arizona will share real life issues and experiences in the activity of business retention and expansion. There will be an opportunity for individual questions & answers with Mr. Canada as well as the panelists. Mark your calendars for March 4th, at the Phoenix Country Club. See the events calendar for details.

AAED Event Calendar

RACHEL BURKE & JOHN BOWERS

FEBRUARY 11

Networking Mixer
5:00–7:00 p.m.
Farrelli's Cinema Supper Club
14202 N. Scottsdale Road

MARCH 2

Phoenix Membership Luncheon
Phoenix Country Club
10:30 am–2:30 p.m.
PROGRAM: Half-Day Symposium -
"Existing Business Development:
21st Century Business Retention
and Expansion"
FEATURED SPEAKER:
Eric Canada, Partner,
Blane, Canada, Ltd.

MARCH 16

AAED Legislative Luncheon
On the Capitol lawn
1700 W. Washington St, Phoenix
11:30 a.m.–1:30 p.m.
Have lunch with your legislators!

MARCH 18

Southern Arizona Membership Luncheon
Doubletree Hotel, Reid Park
11:30 am–1:30 pm
PROGRAM: "Justifying Your Economic
Development Program"
PANEL: Jeff Weir, Town of Oro Valley,
Moderator; Roberto Rios, Pascua
Yaqui Tribe; Barry Albrecht, Sierra
Vista Economic Development Founda-
tion; Kendall Bert, City of Tucson

APRIL 6

Phoenix Membership Luncheon
Phoenix Country Club
11:30 am–1:00 pm
SPEAKER: Rick Weddle,
President & CEO,
Greater Phoenix Economic Council

MAY 12-14

AAED Spring Conference,
Westin La Paloma Resort, Tucson

Spotlight On: Roberto Rios

WADE NAFZGER

Roberto Rios is Director of Development Services for the Pascua Yaqui Tribe, an AAED Partner in 2003 and 2004. He is responsible for directing all economic development, community development, grant writing and land functions for the Tribe. Roberto is a former director of Economic Development for the State of New Mexico, and is currently a member of the AAED Board of Directors, Southern Arizona Membership Committee and Tribal Economic Development Committee.

What single aspect of Pascua Yaqui Economic Development would surprise people the most?

"The fact that it's no different than any other government oriented economic development efforts. The ultimate goal is a diversified, self-sustaining economy for its citizens."

Where do you see tribal economic development in five years?

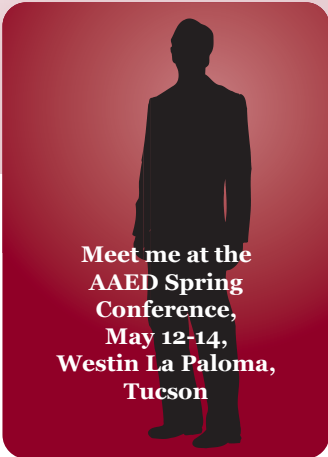
"Strong and scary. Strong in that the casino revenues will have had a timeframe to mature and stabilize. Along with this will be the time for the Tribes to diversify that revenue stream. Scary, in that I don't believe the American business community truly acknowledges the impact and potential that Tribal revenues have on its economy. Tribes, individually and collectively are more and more becoming a 'financial' factor in the American economic landscape, not just an 'economic' factor. This will surprise more than not."

What is the critical next step for the Pascua Yaqui Tribe's economic development efforts to evolve as efficiently as desired?

"Maturing into a structure where-in on one side is government and on one side is enterprise. The de-politicizing of the process has to take place in order for the process to truly work. The more successful tribes have adopted that model early in their economic development efforts."



Joseph F. Yuhas, Deputy Director of the Arizona Department of Commerce spoke at the Phoenix Member Luncheon on February 3, 2004. Joe thanked AAED members for supporting his department in the last budget session and asked for our continued support this year.



www.aaed.com

AAED Update

PUBLISHER John Bowers
EDITOR-IN-CHIEF Joyce Grossman

REPORTERS	PHOTOGRAPHERS	EDITORIAL BOARD
Len Becker	Greater Tucson Economic Council	Len Becker
Rachel Burke	Joyce Grossman	Wade Nafzger
Myra Getsch	Westcor Development Partners	Bruce Coomer
Scott Hanson		
James Mason		

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

AAED Premier Partners



AAED Partners

