

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

## And the AWARD Goes To...

[ Dina Serin, City of Avondale ]

The prestigious Economic Development Distinguished by Excellence (EDDE) awards honor individuals and companies who have made significant contributions to the advancement of the organization and to the economic growth within the state. Recipients are selected from a pool of nominations made by AAED members.

The Member of the Year went to **Eric Larson** of A. R. Mays Construction of Scottsdale. Eric has served as the Membership Chair for AAED for the past three years. In that time, Eric has been highly successful in his recruitment and retention efforts, thus resulting in 100 new AAED members!

150 jobs with salaries ranging from \$70,000-\$75,000 to the area. In addition, Mountain View Regional Rehabilitation Hospital will employ 115 people, many of which will be highly-paid medical professionals.

The Economic Developer of the Year in a Large Community went to **Katherine C. Hutton**, City of Scottsdale. Katherine's 2005 accomplishments include the Mayo Clinic Collaborative Research Building on the Scottsdale campus, as well as recruiting several pharmaceutical companies. Katherine was instrumental in landing Sky-Song, ASU's Scottsdale Center for Innovation, which will provide for interaction between ASU and the private sector by facilitating technology transfer.

**John Morales** of the Yuma Private Industry Council was named Workforce Practitioner of the Year. John has been instrumental in forming a truly collaborative environment in Yuma County among local economic development institutions and the Workforce Investment Board. John's efforts have led to the recruitment of several new businesses to the area and to the development of the Yuma Palms Shopping Center, which houses more than 1 million square feet of retail space. John is the Chair of the AAED's Workforce Committee and Chair of the Arizona Association of Workforce Developers.

*continued on page 3*



JOHN MORALES IS CONGRATULATED BY NICK DAVIS (L) AND TED MULLIKIN (C)

Seven awards were presented at the 2006 Spring Conference in Rio Rico to the following individuals:

**Jenny Ellis** is the 2006 New Member of the Year. Upon joining AAED Jenny has been an active participant in several committees including the AAED PR/Communications Committee, Tribal Development Committee and Spring Conference Committee. In addition, she chairs the Tribal Resource Guide Committee.

The Economic Developer of the Year in a Small Community was presented to **Gary Marks** of the Prescott Valley Economic Development Foundation. Gary had an outstanding year spurring economic growth in Prescott Valley and Yavapai County. Gary's efforts resulted in two major employers locating in the area. Lockheed Martin flight service station hub will bring over

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# AAED Board Organizes for 2006-07

[ Maria Pulliam, Integrated Landscape Management ]

L. H. Hamilton, Cochise County, took over the reigns as AAED's 2006-07 President at the annual meeting April 28. Serving with him on the Executive Committee will be President-Elect **Garrett Newland**, Westcor; Vice President **Jane Bristol**, City of Prescott; Secretary-Treasurer **Rock Rickert**, Delmastro + Eells; and Immediate Past President **Stephanie Healy**, Hospital Council of Southern AZ.

In the 2006 Board elections, seven AAED members were elected to the Board. They are: Phoenix Metro – **Eric Larson**, A. R. Mays Construction; **Garrett**

**Newland**, Westcor; **Rock Rickert**, Delmastro + Eells; Metro Tucson – **Dave Naugle**, Southwest Gas; **Curt Woody**, Sundt Construction; Non Metro – **Jane Bristol**, City of Prescott and **Teri Drew**, NACOG.

Members also approved the appointment of three At-large Directors and four Advisory Directors at the annual meeting. At-Large Directors for 2006-07 will be **David Bentler**, Arizona Public Service; **Pat Dryer**, Cox Business Services; and **Barry Broome**, Greater Phoenix Economic Council. Serving as Advisory Directors will be **Jody Ryan**, AZ Department of Com-

merce; **Levi Esquerra**, Center for American Indian Economic Development at NAU; **Darcy Renfro**, Office of the Governor, State of Arizona; and **Joe Snell**, Tucson Regional Economic Opportunities. In addition, **Michael Ortega**, City of Douglas, was appointed to fill an unexpired term created by the move by the new President into as automatic Board seat.

Officers, At-Large Directors and Advisory Directors serve one-year terms, and elected Directors serve two-year terms.

## NEWSWORTHY

[ John Bowers ]

**New Faces in New Places...** David Welsh is the new Director of Economic Development for the Town of Oro Valley. **Amanda Jacobs** has also joined Oro Valley's ED staff. **Jeanine Jerkovic**, formerly with the Greater Phoenix Economic Council, has joined the City of Surprise ED staff as Economic Development Manager. She replaces **Ruth Clark**. **David Itzkowitz** has joined the Phoenix law firm **Ryley, Carlock and Applewhite**. **Jamie Goodman** is now the AAED representative from **Facilitec—Interiors for Business**, replacing **Volker Jaeckel**. **John D. Long** has moved to **D. R. Horton, Inc.** from **Richmond American Homes**. Two late breaking changes: **Jeff Fairman** has resigned his position as Economic Development Director for the City of Avondale effective June 9<sup>th</sup>, to take a position with **Sundt Construction** as a Business Development Representative; and **Geiger Southwest Promotional Products**, has announced the appointment of **Diana Petersen**, formerly of **Consolidated Reprographics**, as an Independent Sales Associate of **Geiger's Heath/Petersen Sales Team** located in the **Biltmore Branch Office**.

**Arizona Cities Recognized...** Several Arizona cities have recently earned special honors. **Fountain Hills** was named by **Phoenix Magazine** as the best place to

live in the Valley, calling it "a welcome oasis on the outskirts of a metropolis." **Yuma** was tabbed by **Inc. Magazine** as number one on its annual list of "Hottest Places to do Business in America." **Forbes Magazine** lists **Phoenix** as number six in its 2006 list of **Best Places in America for Business and Careers**.

**More Recognition...** The Bureau of Labor Statistics has ranked five Arizona MSA's in the top 40 nationwide in terms of job growth. They are #3, **Prescott**; #4, **Yuma**; #10, **Phoenix-Mesa-Scottsdale**; #18, **Flagstaff**, and #38, **Tucson**. Congratulations to all the hard-working economic developers that are helping earn this type of recognition for their communities!



DIANA PETERSEN

“Award Goes To...” *continued from page 1*

The Large Organization of the Year was awarded to the City of Scottsdale’s Economic Vitality Department. This team, led by Director David Roderique, includes Katherine Hutton, Rachel Busch, Harold Stewart and Scott Cooper. They have been actively involved with AAED for many years, are a regular sponsor of events and are extremely involved in AAED committees. 2005 was a banner year for this department. Specific accomplishments include the attraction of 15 new targeted companies that created more than 1400 jobs at an average salary of \$52,000. The team has been credited with consistently landing between 1,000-2,000 new jobs annually over the past decade.

The William Lampkin Award for Long-Term Excellence in Economic Development was bestowed upon Kendall Bert of Tucson Regional Economic Opportunities, Inc. Kendall’s contributions to the Tucson metropolitan region include numerous jobs created and retained, as well as companies assisted. Kendall’s career in economic development has had quite an impact by the programs he has initiated and the influence he has had on people that have worked with him. Kendall also organized and led Tucson’s effort to support and protect the Arizona Department of Commerce, including the effort to protect Commerce’s valuable Workforce Training program, as well as the retention of the Enterprise Zone program.

GARY MARKS



ERIC LARSON, WITH ESCORT TINA REED, EARNED HIS EDDE FOR HIS CONTRIBUTIONS TOWARD MAKING AAED STRONGER

KENDALL BERT



JENNY ELLIS (R) IS ESCORTED BY DIANA PETERSEN AFTER RECEIVING HER AWARD



KATHERINE HUTTON IS CONGRATULATED BY NICK DAVIS FOR HER EDDE



# EDDE

# New Members



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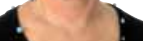


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## President's Message



Having been a part of AAED for nine years, I have seen the organization grow and mature into the dynamic force it is today. Becoming your 34<sup>th</sup> President is not only a significant honor but also a huge challenge. There is no doubt that with your help and continued support we are up to today's tasks. Your Board and Committee Chairs are in place and have willingly stepped forward to continue to pursue new ideas and preserve and improve the goals and objectives which have been the cornerstone of our success. Advocacy, education, and networking will continue to be our primary arena of activity. Responsible economic development statewide will be our standard. We can do it and still have time to have a little fun along the way.

Our leadership retreat will be held in Tucson on June 9<sup>th</sup> and 10<sup>th</sup> at Ventana Canyon. Board Members, Past Presidents, Committee Chairs and Vice Chairs will meet to plan our course of action for the upcoming year. Please share your ideas and suggestions with any of us so we can use them to plan and build for a great year.

A big thank you needs to go to Past President Stephanie Healy and her team for passing on a great and growing organization which is financially sound and prepared to meet new challenges. Thanks also to Katherine Hutton and Pat Dryer for a wonderful Spring Conference. You all did a magnificent job of which you should be very proud.

In summary, thinking back a few years, a conference theme was "Economic Development—It's a Team Sport." No truer words were ever spoken. AAED needs every member to become involved. Each of you has a talent or capability that you can share. You don't have to leap tall buildings in a single bound or be faster than a speeding bullet to contribute. (Heck, you don't even have to ride a Harley.) Contact any officer, Board Member, Committee Chair or John, Myra or Julie to get involved. Let's have a great year and thanks, in advance, for all each of you do for AAED.

—L. H. Hamilton



MARGARITAVILLE RECEPTION: ROCK RICKERT & KIM SOULE

# Keep AAED Running Like a Well-Oiled Machine...

[ Herman Orcutt, The Orcutt/Windslow Partnership ]

Making time in busy schedules to serve on a committee is very difficult. However, these committees are important to the organization – its heart and soul. AAED has many committees to choose from, and it’s a great way to get to know other economic development people and expand your network. Call one of the Chairs today and help make a difference in our communities.

## 2006-2007 Committee Organization

Committee	Chair
ABREC.....	Dan Henderson
Awards Banquet.....	Pat Dryer
EDDE Awards.....	To be announced
Educational Programs.....	John Chan
Events.....	James Mason
GRDC/Fall Conference: 2006.....	Sally Odette
GRDC/Fall Conference: 2007.....	Mike Apostolos
Governmental Affairs.....	Dave Naugle
Grants & Funding.....	Jody Ryan
Industry Forum.....	Harry Paxton
Membership.....	Tammy Carr
PR/Communications.....	Rachel Busch
Rural.....	Pete Stasiak
Southern Arizona Membership.....	Roberto Rios
Spring Conference 2007.....	Christine Mackay
Tribal Economic Development.....	David Kash
Workforce.....	John Morales



MARGARITAVILLE RECEPTION: TED MULLIKIN, STEPHANIE HEALY, DEE DEE BARK, AND PAT DRYER



2006 LARGE ORGANIZATION OF THE YEAR EDDE AWARD WINNER – CITY OF SCOTTSDALE, ECONOMIC VITALITY DEPARTMENT. ACCEPTING THE AWARD (L-R) SCOTT COOPER, KATHERINE HUTTON, HAROLD STEWART, RACHEL BUSCH AND DAVID RODERIQUE. CENTER BACK ARE NICK DAVIS AND DIANA PETERSEN ESCORTING THE WINNERS FROM STAGE. CONGRATULATIONS TO ALL!

## CALENDAR OF EVENTS

### JUNE

#### June 6, 2006

Phoenix Membership Luncheon  
11:30 am – 1:00 pm  
Phoenix Country Club  
Program: “Marketing the Phoenix Convention Center”  
Speaker, Steve Moore, Gr. Phoenix Convention & Visitor Bureau

#### June 15, 2006

Northern Arizona Membership Luncheon  
11:30 am – 1:30 pm  
Thornager’s, Flagstaff  
Program: “Regional Collaboration”  
Speaker: Lori Gary, Greater Casa Grande Valley EDF  
Panel: Jonas Peterson, Mohave County ED  
Gary Marks, Prescott Valley EDF  
Dana Overson, Apache County ED  
Joan Bethell, ADOC

### JULY

#### July 5, 2006

Phoenix Membership Luncheon  
11:30 am – 1:15 pm  
Phoenix Country Club  
Program: Native American Partnerships – The Ak-Chin Indian Community

#### July 20, 2006

Southern Arizona Membership Luncheon  
11:30 am – 1:30 pm  
Sheraton Four Points Hotel, Tucson  
Program: AZ Dept. of Commerce Who We Are & What We Do  
Bonus Program, 10:00 – 11:30 am  
Arizona’s Elected Officials: A Vital Component of Arizona’s Competitive Strategy

# LATEST DIRT

[ Amara Boesch, Adolfson & Peterson Construction ]  
 [ Nancy Schneider, Goodmans Interior Structures ]

**Glendale** - Marathon Commercial Development, based in Nevada, plans to build a new 20-story hotel with a high-end restaurant on a third of Glendale's 151-acre Zanjero project just off Loop 101 around Glendale Arena and Cardinals Stadium. Plans for the upscale urban village call for about a half-million square feet of retail and restaurant space, 200,000 square feet of office space, two- and three-story for-sale residential lofts above retail, and three mid-rise residential towers. Construction is set to begin next year, with the first phase expected to be completed before the 2008 Super Bowl in February.

**Tucson**-Glass Fiber Inc., an aerospace manufacturer, will open an 88,000-square-foot plant in the former Imation building on Rita Road by November. The new plant will produce insulation fiber for commercial airliners using some newly-patented technology. The primary product to be produced at the plant is HT Fiber that is manufactured primarily from waste glass. Glass Fiber Inc. will start with 90 employees with the potential to grow to 190 as demand increases. Annual payroll will be \$2.6 million, and most of the employees will be recruited locally.

**Eloy**-National Gypsum Co., based in Charlotte, N.C., is one of the nation's largest manufacturers of gypsum wallboard and is looking to build a new factory in Eloy that would create about 100 jobs. The company operates 20 wallboard factories in the United States, including one in Phoenix. Wallboard made at the plant will go to Tucson and other cities in the South-

west and West, producing enough wallboard to build 100,000 homes per year. A deal has not been finalized to locate a factory in Eloy, as National Gypsum has found several other sites in Maricopa and Pinal counties that meet its requirements. The company expects to launch operations in about two years.

**Maricopa**-The Ak-Chin Indian Community announced the development of a 260-acre mixed-use regional shopping, entertainment and commercial center along Maricopa Road (Arizona 347). This De Rito Partners development will consist of a movie theater, home improvement center and major retail stores, including a "big box" store, could all be part of the complex, which will surround Harrah's Ak-Chin Casino Resort, just two miles south of Maricopa. Construction is slated to begin in late 2007.

**Safford**-The community of Safford recently opened a 3,800 square foot cancer facility on the Mount Graham Regional Medical Center campus, which is a community-owned, non-profit medical center that consists of a 59-bed acute care facility. Terry Knox, the designer, worked with Goodman's Interior Structures sales team to provide an almost spa-like setting for this facility. With comfortable sofas and treatment chairs, warm wood colored accents, a waterfall sculpture, and an Infusion room with a view of Mount Graham, you feel like you are in a fancy spa resort, not a cancer treatment center in Gila County. This center will provide an atmosphere to treat the physical, mental and spiritual aspects of patient care.

## 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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**PHOTO, P1:** Oro Valley's Town Hall campus includes the library, one of the few libraries jointly supported by the town and the Tucson-Pima County library system.