

# QUARTERLY REPORT

## Pinal County 1st Quarter FY 2014/2015

Enclosed is Access Arizona's 1st Quarter (July, August, September) Report for Pinal County.



**CENTRAL ARIZONA'S BUSINESS CORRIDOR**

540 N. Camino Mercado Room #120, Casa Grande, Arizona 85122

**Access Arizona  
Profit & Loss  
July through September 2014**

	Jul - Sep 14
<b>Income</b>	
4001 · City of Casa Grande	37,500.00
4002 · City of Coolidge	4,455.75
4004 · Pinal County	50,000.00
4100 · Memberships	25,273.07
4500 · Interest	2.77
4900 · Other	4,492.30
<b>Total Income</b>	121,723.89
<b>Gross Profit</b>	121,723.89
<b>Expense</b>	
6560 · Payroll Expenses	8.70
8100 · Administration	87,731.11
8201 · Office Rent	6,729.17
8202 · Equipment Rent	137.19
8204 · Repairs & Maintenance	499.55
8205 · Mileage/Travel	1,904.53
8206 · Postage	69.38
8207 · Telephone	950.13
8208 · Office Supplies	270.23
8209 · Dues/Subscriptions	2,145.00
8211 · Commercial Insurance	1,650.00
8212 · Legal/Accounting	177.00
8214 · Office Equipment	32.06
8216 · Trade Conferences	5,095.09
8217 · Prospect Visits/Meetings	238.95
8219 · Training/Professional Dev	1,240.00
8300 · Annual Meeting	
8306 · Other	0.00
<b>Total 8300 · Annual Meeting</b>	0.00
8400 · Local Meetings	
8401 · Board Meetings	171.07
8402 · Community Meetings	40.00
8403 · Office Meetings	261.08
8400 · Local Meetings - Other	1,969.54
<b>Total 8400 · Local Meetings</b>	2,441.69
8502 · Web Site/Internet/Email	973.46
8600 · Special Projects	1,155.76
8700 · Marketing & Advertising	11,360.79
<b>Total Expense</b>	124,809.79
<b>Net Income</b>	-3,085.90



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## FOUNDATIONAL ACTIVITY

Access Arizona strives to build its reputation as the recognized authority for economic development leadership within Pinal County and the Central Arizona Region. Access Arizona continues to build stronger relationships with its investors, community stakeholders, and the state of Arizona through enhanced communication, involvement, and visibility. In order to obtain goals and objectives, Access Arizona continually analyzes and develops more efficient and effective internal processes and practices.

### Organizational Development:

#### Organizational Costs:

Access Arizona is continually looking for ways to cut operational costs and more efficient ways to use our funds. This quarter the Foundation negotiated new contracts with our health insurer, phone service and machine rental for a 2015 savings of nearly \$5,500. As budget planning for 2015 continues, we will seek additional ways to save money without reducing our organizational effectiveness.

### ED Meetings & Events:

#### Chicago Call Trip:

The Executive Director, Jim Dinkle, made a call trip to Chicago, Illinois July 14-18 visiting numerous businesses, chambers of commerce and various economic development contacts in order to promote Pinal County and member cities.

#### Business Retention & Expansion Kick-off Luncheon:

On July 30<sup>th</sup>, Access Arizona held a Business Retention & Expansion Kick-off Luncheon at Eva's in Casa Grande to promote our new program that will be conducted by Luke Jackson, the Economic Development Director. Eric Canada was invited to speak at the luncheon that had 50 plus in attendance. Access Arizona will be making call visits to many companies in Casa Grande, Eloy and Coolidge over the next couple of Months.



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## ECONOMIC DEVELOPMENT ACTIVITY

The purpose of Access Arizona is to improve and promote the economies of Pinal County, more specifically the cities of Casa Grande, Coolidge, and Eloy. Access Arizona promotes the Central Arizona Region by supporting businesses, within targeted industries, in the relocation and expansion process. Respectively, this will lead to higher job creation and greater economic prosperity. Access Arizona offers prospects access to valuable resources by facilitating meetings and introductions with local government and business leaders.

### Recent Projects:

#### PROJECT APEX:

The exact Capex, jobs produced, and timeline was never produced for Project Apex. Access Arizona assisted Richard Wilkie in Casa Grande's submittal, and submitted to Project Apex for the City of Eloy. This occurred during Q2 of 2014.

Status: This project is in a holding pattern until we receive further notice.

#### PROJECT CHINOOK:

The exact Capex, jobs produced, and timeline was never produced for Project Chinook. Access Arizona assisted Richard Wilkie in Casa Grande's submittal, and submitted to Project Chinook for the City of Eloy. This occurred during Q3 of 2014.

Status: This project is in a holding pattern until we receive further notice.

#### PROJECT CREDIT:

The Capex was \$1 million, the number of jobs after 3 years was 125, and the average salary was \$45k. Access Arizona submitted for the City of Casa Grande and for the City of Eloy. This occurred during Q2 of 2014.

Status: This project is in a holding pattern until we receive further notice.



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## ECONOMIC DEVELOPMENT ACTIVITY

### PROJECT CRYSTAL:

The exact Capex, jobs produced, and timeline was never produced for Project Crystal. Access Arizona assisted Richard Wilkie in Casa Grande's submittal, and submitted to Project Crystal for the City of Eloy. This occurred during Q2 of 2014.

Status: This project is in a holding pattern until we receive further notice.

### PROJECT FOXTROT:

Capex of \$6 million, 150 jobs, and the average salary would be \$54k. Access Arizona submitted the PIF to the ACA for the City of Eloy. This occurred during Q4 of 2013.

Status: This project is in a holding pattern until we receive further notice, but this will be the last status update for this project if there is no ACA update by Q4 of 2014.

### PROJECT GREEN SPRINGS:

Capex of \$207 million, 250 jobs, and no average salary was given. Access Arizona assisted Richard Wilkie in Casa Grande's submittal, and submitted to Project Green Springs for the City of Eloy. This occurred during Q3 of 2014.

Status: This project is in a holding pattern until we receive further notice.

### PROJECT ICE:

Capex of \$10-\$15 million, 100 new jobs, and the average salary of \$36,000. Access Arizona assisted Richard Wilkie in Casa Grande's submittal, and submitted to Project ICE for the City of Eloy. This occurred during Q3 of 2014.

Status: This project is in a holding pattern until we receive further notice.



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## ECONOMIC DEVELOPMENT ACTIVITY

### PROJECT IRONMAN:

Capex of \$12 million, 150 jobs, and the average salary would be \$32,000. Access Arizona submitted to Project Ironman for the City of Eloy. This occurred during Q3 of 2014.

Status: This project is in a holding pattern until we receive further notice.

### PROJECT KERNEL:

Capex of \$3.8 million, 50 jobs, and \$40,000 annual salary. Access Arizona submitted to Project Kernel for the City of Coolidge and the City of Eloy. This occurred Q2 of 2014.

Status: This project is in a holding pattern until we receive further notice.

### PROJECT QUANTUM:

Capex of \$1 million, 100 jobs, and \$12/hr. Access Arizona submitted to Project Quantum on behalf of Casa Grande, Eloy, and Coolidge. This occurred Q2 of 2014.

Status: This project is in a holding pattern until we receive further notice.

### PROJECT VALOR:

Capex not disclosed, 520 jobs, and wages were undisclosed. Access Arizona assisted Casa Grande in this submittal and submitted on behalf of the City of Eloy. This occurred Q2 of 2014.

Status: This project is in a holding pattern until we receive further notice.

### PROJECT SKYDIVE:

Capex at \$1 million. 15 new jobs at wages mainly at and below the county median. Access Arizona only submitted to Project Skydive because it was only interested in the City of Eloy. This occurred Q4 of 2013 and will be deleted from this report as of the next quarter if it remains inactive.

Status: This project is in a holding pattern until we receive further notice.



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## ECONOMIC DEVELOPMENT ACTIVITY

### PROJECT INTERNAL:

A work acquaintance referred the owner of a dry foods manufacturer to Luke Jackson. He is looking to move his company that is currently employing 75 people (with more than half making above Pinal County's median wage). Ultimately, Project Internal will employ 300 people within 4 years of establishment. Their sales are skyrocketing and the owner would like to consolidate operations in either Casa Grande or Eloy. Recently, Luke set up a meeting between Project Internal and the Arizona Commerce Authority to review the financial incentives that they are eligible for. Luke also forwarded them the City of Casa Grande's financial incentive form and is waiting for them to complete it. The next step would be to see which site Internal chooses, and to then connect them with the city in which that site is in. Currently, Project Internal is leaning towards settling in Casa Grande. It should be noted that Project Internal is also considering sites in Glendale, Chandler, and Henderson, Nevada.

**Status:** This is ongoing. Inquire for details.

### Old Sommers Autoglass Building/HARBOR FREIGHT:

Access Arizona first broke the news about Harbor Freight moving into this building during Q3 of 2014. The contract is moving forward. Access Arizona has assisted the property's representatives in this transition, and

Harbor Freight will soon become a member of Casa Grande's business community. This is the last update regarding Harbor Freight.

**Status:** Harbor Freight is a success

### HOTEL RECRUITMENT INITIATIVES:

Carlson Rezidor – Because the PhoenixMart project has not generated the economic activity that they claimed that they would, the representative of Country Inn does not believe that a new hotel would benefit the City of Casa Grande because it would compete for current dollars going to the Holiday Inn brands, as opposed to benefitting from the newly generated demand that was supposed to exist at this point. This is the last update for the Country Inn project.



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## ECONOMIC DEVELOPMENT ACTIVITY

Cobblestone - This small hotel development would bring a 36, 40 or 52 room hotel into Coolidge. Cobblestone's representatives, Steve Dietrich of Country Inn, the City of Coolidge, and Access Arizona all believe that Cobblestone's brand would do well in Coolidge, and at this juncture, Access Arizona is waiting for investor Kent McNaughton to come view the potential sites, and then give his support for this or not.

Status: Country Inn is considered dead for now. Should PhoenixMart, or any other economic generators begin to create new demand, then Luke will reach back out to Country Inn. Cobblestone is ongoing.

### PROJECT 78:

Status: This project is over a year old and considered dead unless informed otherwise. This is the last update for Project 78.

### CENTER T ADVISORS:

CT Advisors are representing Sheffield Lubricants and they intend to start a small facility (of 5 acres to be subdivided) out of the CAZCP. This project would employ approximately 10 people.

Status: This project is in a holding pattern until further notice.

### PROSPECT TESLA (charging station):

Status: This project is underway and should be completed by Q4 of 2014.

### LOGISTICS INITIATIVE:

Access Arizona has two prospects for the development of a potential (spec) distribution center. Jim is following up with his prospects and Luke with his prospects.

Status: No developer has yet to agree to develop spec buildings at any industrial park in this area as of yet.



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## ECONOMIC DEVELOPMENT ACTIVITY

### RETAIL/RESTAURANT INITIATIVE:

Luke will look to meet with casual diner representatives in Dallas this October as they fall under Carlson Rezidor's umbrella and he will be in the area at that time.

Status: Access continues to market to retailers.

### PHOENIXMART:

Access Arizona has supported the PhoenixMart, but this project is at the juncture where it must begin to deliver, and Access Arizona cannot make them do that.

Status: PhoenixMart has completed its entryway signage as of Q3. PhoenixMart may or may not begin large-scale construction during Q4 of 2014.

### PROJECT AUTO:

This project, which was submitted in January of 2013 for Casa Grande, Coolidge, and Eloy, is ongoing. The CapEx is \$5 million, with 200 total jobs upon full build-out.

Status: This project is in a holding pattern until we receive further notice.

### PROJECT DIVERSITY:

This Casa Grande project submittal has not received word since December of 2013.

Status: This project is in a holding pattern until we receive further notice.

### PROJECT EMERALD:

The Land Advisor site by the CAZCP and Eloy's Walton Developments of Sunshine and Toltec were submitted for this project. Only site and utility information were requested. The CapEx and jobs created from this were unstated. This PIF was issued in early April of 2014.

Status: This project is in a holding pattern until we receive further notice.



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## ECONOMIC DEVELOPMENT ACTIVITY

### PROJECT FALCON:

This PIF was submitted in November of 2013 for the cities of Casa Grande and Coolidge. The estimated number of jobs is 15-20 as potential. The average salary should be \$45,000.

Status: This project is in a holding pattern until we receive further notice.

### PROJECT PORTFOLIO:

Richard Wilkie requested that he submit for this project in October of 2013. Please direct any questions to him.

Status: This project is in a holding pattern until we receive further notice.

### PROJECT SETTER (TRACTOR SUPPLY)

This project was submitted in 2013. Access Arizona took the duties of telecommunications and workforce research for this project, and also catered two meals, which included the prospects, their engineers, and site selector Mike Mullis. As of Q3 of 2014, major construction has yet to begin in the CAZCP for Tractor Supply.

Status: This project is moving forward with the City of Casa Grande and the CAZCP.

### PROJECT GLASS:

On September 29<sup>th</sup>, 2014, the owner of Glass Inc International in Casa Grande called Access Arizona and requested assistance with getting his glass product manufacturing business up to speed. He requested assistance with workforce recruitment and training, business-to-business marketing, financing, and (any possible) help regarding electricity costs. We are currently connecting him to the proper agencies as well as introducing him to Richard Wilkie.



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## ECONOMIC DEVELOPMENT ACTIVITY

### Business Retention and Expansion:

#### BRE PROGRAM:

The BRE Program began during Q3 of 2014. Luke has contacted multiple companies off of its “50 list,” and has surveyed one out of every 3 that he has reached out to. Currently, he is assisting Bright International, Republic Plastics, and Glass Inc. International with labor force needs, economic development grants, and other issues.

STATUS: ONGOING

### Site Visits:

Central AZ Commerce Park, PhoenixMart Site, Sommer’s Autoglass, Promenade pads, multiple commercial land sites, Casa Grande Airport properties, Craig Dayton’s properties, Rock Earle’s properties, downtown Casa Grande, etc., Republic Plastics, Bright International, Glass Inc. International, National Vitamin, ACO Polymer.

### Workforce Development:

Upon hearing several, consistently negative criticisms from the local business community about the labor force in Access Arizona’s service area, Luke Jackson committed to begin a comprehensive workforce development program. This will include, but not be limited to: writing and submitting a worker retention document for review of all area employers, connecting area businesses to the Arizona Workforce Connection, connecting area businesses to the Arizona Commerce Authority’s financial incentives, writing a template grant for future Rural Economic Development Grants that are issues by the State of Arizona, and the collection of all workforce data to be kept within Access Arizona’s BRE Synchronist System.



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## ECONOMIC DEVELOPMENT ACTIVITY

### Travel:

IEDC Certification Course: Business Retention and Expansion

Luke completed the IEDC course for BRE. This was done in conjunction with Access Arizona's BRE Outreach Program.



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