

CITY CLERK'S

JUL 16 2014

OFFICE

File # 1042.03

# Annual Report

## City of Casa Grande Annual Report FY 13/14

Enclosed is Access Arizona's Annual Report (July 2013-  
June 2014) for the City of Casa Grande. As the City  
requested, both financial and functional information is  
included.



CENTRAL ARIZONA'S BUSINESS CORRIDOR  
540 N. Camino Mercado #2 Casa Grande, AZ

During the city's fiscal year 2013/2014, Access Arizona had an investor-based income, which included public investors (State of Arizona, Pinal County, Casa Grande, Coolidge and Eloy) who contributed 70% of the operating budget as well as private investors that contributed 30%.

**Access Arizona  
Balance Sheet  
As of June 30, 2014**

	<u>Jun 30, 14</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
102 · GWB Operating Account	36,464.09
105 · GWB - Certificates of Deposit	81,197.00
106 · Edward Jones Investments	131,992.34
107 · The Foothills Bank	123,021.37
<b>Total Checking/Savings</b>	<u>372,674.80</u>
<b>Accounts Receivable</b>	
1200 · Accounts Receivable	-275.00
<b>Total Accounts Receivable</b>	<u>-275.00</u>
<b>Other Current Assets</b>	
1499 · Undeposited Funds	41.67
<b>Total Other Current Assets</b>	<u>41.67</u>
<b>Total Current Assets</b>	<u>372,441.47</u>
<b>Fixed Assets</b>	
1500 · Property & Equipment	6,699.72
<b>Total Fixed Assets</b>	<u>6,699.72</u>
<b>TOTAL ASSETS</b>	<u><u>379,141.19</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Credit Cards</b>	
111 · GWB - Luke Jackson	-356.50
<b>Total Credit Cards</b>	<u>-356.50</u>
<b>Other Current Liabilities</b>	
210 · Payroll Liabilities	1,692.92
213 · Federal W/H Payable	-1,469.00
214 · State W/H Payable	2,155.53
215 · FICA/MED W/H Payable	-1,514.94
216 · FUTA Payable	15.42
217 · SUTA Payable	60.40
218 · Deferred Revenue	122,921.00
219 · Deferred Grant Revenue	23,726.50
<b>Total Other Current Liabilities</b>	<u>147,587.83</u>
<b>Total Current Liabilities</b>	<u>147,231.33</u>
<b>Total Liabilities</b>	<u>147,231.33</u>
<b>Equity</b>	<u>231,909.86</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>379,141.19</u></u>

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 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). Their sales are skyrocketing and he would like to consolidate operations in either Casa Grande or Eloy. Currently, Luke has shown him sites in both cities, as well as sent him labor reports. The owner is on vacation as of this writing, so currently, Luke is reaching out to land owners to see what kind of proposals can be put together for him. Status: This is ongoing. Inquire for details.

#### **OLD SOMMERS AUTOGLASS BUILDING:**

Access Arizona has been working with the owner to find a new tenant for this building. Access Arizona has held the key to this property and has given numerous tours to prospective tenants. The building is currently in escrow and the contract is in progress. Status: Harbor Freight, a hardware store is currently in negotiation.

#### **HOTEL RECRUITMENT INITIATIVE:**

Last fall, Walton International approached Access Arizona about the need for hotels in Casa Grande, especially near the proposed PhoenixMart location. Luke Jackson, initiated meetings with numerous hotel franchises. An initial feasibility study was conducted and the Carlson Rezidor decided to move ahead with the project depending on the results of an additional feasibility study. Two sites in Casa Grande fit this project; one is the Walton land bordering the east Promenade and the other is Rock Earle's land directly to the east of the Holiday Inn. Luke is approaching both to see if they will pay for the upfront \$6,000 needed to commission the feasibility study. If neither property owner will pay for this, then Access Arizona will have to find an alternative funding method for this study. Status: The final \$6,000 feasibility study must be conducted so that Carlson Rezidor will have the data it needs to enter into a deal with either Rox Realty or Walton.

#### CENTRAL ARIZONA COMMERCE PARK BIOWASTE:

Access Arizona meet with consultants, Mark Mayuga and Jones LaSalle in regards to a bio-waste project here in Casa Grande. The project is unlikely to succeed due to difficulty securing a steady supply of stock feed. Status: Terminated

#### Project 78:

This is an energy related project with an initial one billion dollar capital investment and is projected to bring 500+ jobs to the area. The proposed site for this location is the Central Arizona Commerce Park. There have been multiple phone calls with Access Arizona and the City of Casa Grande, but still waiting for the company to visit the site.

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

#### Center T Advisors:

CT Advisors are representing a lubricant company that is interested in starting a small facility (of 5 acres to be subdivided) out of the CAZCP. This project would employ approximately 10. Access Arizona met with them last summer at the proposed site of Burress and Peters.

Status: A Union Pacific rep has confirmed that this project is moving forward. Access is waiting for the go-ahead to assist in their workforce needs.

#### Project Diverse:

Casa Grande is still on the short list for this project. No new details have been received since December.

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

#### Project Falcon:

This project would create between 15-50 jobs with an average salary of \$45,000. Access Arizona submitted this PIF in November. Few details were provided, except that it was in need of engineers and other higher tech workers. A PIF was submitted for both Casa Grande and Coolidge.

Status: This project is on hold until further notice.

#### Prospect Tesla Charging Station:

Tesla approached Casa Grande for a potential charging station in the Promenade. Richard Wilkie and Luke Jackson met with their representative. Tesla agreed to install a charging station in the parking lot of Chase Bank.

Status: This project is moving forward and is expected to be completed by the end of the year 2014.

Logistics Initiative:

Access Arizona was able to make contact with multiple developers whom specialize in distribution centers. Access' goal is to convince an expert developer of logistics hubs to create a distribution hub similar to the Central AZ Distribution Center for (hopeful) completion in 2015.

Status: Both Jim and Luke Jackson have meetings with prospective developers in Q1 of 2014.

Retail/Restaurant Initiative:

Buffalo Wild Wings has selected the property recently acquired (with the assistance of Access Arizona) that is directly next to LA Fitness. A Special thanks to Kirk McCarville for referring us to Chuck Wells from Phoenix Commercial Advisors. Additionally, Luke will look to meet with TGIF representatives in Dallas this October as they fall under Carlson Rezidor's umbrella.

Status: In Progress.

PhoenixMart:

Access Arizona has supported PhoenixMart by attending their groundbreaking, working with their leadership (Steve Betts and Jeremy Schoendfelder) and hosting meetings for people to share feedback and input with PhoenixMart. Access Arizona has done all we can at the present time to support the project.

Status: PhoenixMart has missed several of their deadlines and start dates. It is up to them to produce deliverables.

Project Setter:

This Project was submitted in 2013. Access Arizona was in charge of telecommunications and workforce research for the project as well as catered two meals, which included prospects, engineers and site selector, Mike Mullis. Status: This project is moving forward with the City of Casa Grande and CAZCP

Telsa Manufacturing Prospect:

Telsa remains interested in the Casa Grande area. The leading belief is that Casa Grande is a strong finalist for this project. The main rival for this project is Reno, NV.

## Business Retention & Expansion:

### Chasse Land:

Access Arizona co-submitted Mr. Chasse's request for phase one study funds for his Centerpoint of the Southwest land located at the junction of Interstate 8 & 10. He was approved for \$100,000 worth of funds, but must come up with his portion of the money before the funds can be collected.

Status: Access Arizona is waiting for Mr. Chasse and the county to administer the grant.

### Business Retention & Expansion Program:

Access Arizona is hosting Eric Canada, a well-known BR&E expert to kick-off a formal business retention and expansion program here in the valley. A luncheon will be held on July 30<sup>th</sup>, which is being sponsored by numerous companies in Casa Grande and the County.

## Conferences:

### ICSC:

On September 18-20<sup>th</sup> Luke Jackson, Director of Economic Development teamed up with Ben Bitter from the City of Casa Grande to represent the Central Arizona Region at the International Council of Shopping Centers Conference in San Diego, CA. This event helped to obtain new contacts and information in order to recruit and promote new retailers to the region.

### NASCC:

The NASCC convention in Toronto was moderately successful. This Steel-oriented convention is aimed at all participants in that industry. Although a number of attendees was smaller than CONAGG, Luke Jackson was able to generate good leads. It is recommended that this convention be attended every other year.

### CONAGG:

The CONAGG Convention in Las Vegas was highly successful. This large manufacturing convention is aimed at the construction, mining and aggregate industries. 150,000 people attended this year. Several leads were produced as a result. It is recommended that Access Arizona purchase a booth next year.

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 branding:

In accordance with the Foundation's five-year strategic plan for success, Inform Design was hired to rebrand CAREDF with a new name, logo, and identity with associated marketing materials. This will help the Foundation improve its standing and awareness with business prospects, state and local officials, as well as investors.

#### Enhanced processes:

In order to become a more efficient and cost effective organization, Access Arizona has made a few changes, including: cancelation of cell phone service in favor of a monthly stipend (\$1200 savings), incorporated a new IT system that is more appropriate for our organizations size, creation of an Employee Handbook, and hired an administrative assistant.

#### Name Change:

On March 13, 2014, the Arizona Corporation Commission approved *Access Arizona Foundation* as the new name for Central Arizona Regional Economic Development Foundation. Access Arizona™ was trade marked on a national level at the beginning of the year. All Access Arizona accounts are in the process of having the name changed including banks, insurance, and all other vendors.

#### Countywide Economic Development Report:

Access Arizona released a study produced by the ESI Corporation addressing funding in the state for economic development foundations. The report contrasted and compared Access Arizona to similar organizations.

## Investor & Community Relations:

### Investor Level Update:

The Board of Directors approved new investor levels proposed by the Investor Committee. The levels were simplified and the Silver Level funding was increased to \$2,500. This is the first update to the investor program in 10 years.

### Brand Rollout:

Access Arizona continued to work with In Form Design to prepare the organization to launch its new brand, name and identity at the first of the year. The Board of Directors approved the new name, Access Arizona, along with its logo and tagline: "Central Arizona's Business Corridor".

### Advertising:

In order to have a success brand rollout, the organization has placed ads in the following publications. AZRE Magazine, Rox Magazine, Casa Grande Chamber Directory and the Tri-valley Newspaper. As well, a billboard was purchased along Interstate 10 near Nelson Rd.

### Investor Outreach:

In order to create better working relationships with the investors of Access Arizona, the staff has been reaching out to each of the investors and assessing their needs. The outreach has been in the form of phone calls, lunch appointments, cards and company visits.

### Municipal Funding Consensus:

Access Arizona staff met with the city managers of all the partnering governments to create a fair and consistent calculation for funding the foundation. It was agreed that each city would pay \$1.50 per capita according to the U.S. Census Report.

Pinal County also agreed to restore funding to \$100,000 for the next fiscal year and create a business retention & attraction incentive fund. This was decided after meetings with the county supervisors and county manager.



## ED Meetings & Events:

### Chicago Call Trip:

In May, the Executive Director, Jim Dinkle and Pinal County Supervisor, Anthony Smith made a call trip to Chicago to recruit companies to Pinal County. As a result, Jim Dinkle will be going to Chicago again in July for a follow up visit.

### Strategic Futures Roundtable:

On May 23<sup>rd</sup>, Access Arizona co-sponsored a strategic futures roundtable in conjunction with the Arizona Commerce Authority. Local leaders were invited to discuss the future of Arizona, ways to compete in the future and how Pinal County can differentiate itself with its unique resources.

### Pinal County Business-Education Summit:

On April 30<sup>th</sup>, Access Arizona co-sponsored the Pinal County Business-Education Summit, which discussed the two topics in detail.

### Western Pinal Association of Realtors:

On June 19<sup>th</sup>, Access Arizona's Executive Director, Jim Dinkle spoke to the Western Pinal Association of Realtors about current economic development in the county and the functions of the Access Arizona Foundation.

### Meet the Candidates Luncheons:

Access Arizona has hosted a couple of Meet the Candidate Luncheons in order for Pinal County leaders and citizens to meet the gubernatorial candidates, which included Fred DuVal and Christine Jones. Next quarter several more luncheons will be held for additional candidates.

### 2013 Rural Policy Forum:

The Foundation staff attended the *Empowering Rural Arizona Forum* sponsored by the Arizona Rural Development Council. This event was designed for city leaders and economic development professionals to discuss the needs of rural Arizona.

#### Access Arizona Annual Luncheon:

Access Arizona held its Annual Luncheon on February 20<sup>th</sup> at the Francisco Grande Hotel & Golf Resort in Casa Grande. This year's annual luncheon marked the 30<sup>th</sup> anniversary of the foundation, which was established in 1984. This event was well attended and had about 175 attendees. At this event, the Executive, Economic Development and Administrative Directors for Access Arizona gave reports of the year's activities. The guest speakers were Jenny Neff and Angelo Lagdameo from In Form Design, the marketing firm that rebranded the organization.

#### President's Circle Event:

On March 26<sup>th</sup>, Access Arizona hosted a President's Circle Event at BeDillon's Restaurant & Cactus Garden to welcome new companies and executives to Casa Grande from the following companies: Elrus, Commonwealth Dairy, Frito-lay and Abbott Nutrition. The event was well attended by city officials, silver level investors and special guests.

#### Business Growth Expo:

The Phoenix Business Journal held an expo for businesses within and surrounding the Phoenix area. Access Arizona attended to promote the region and the organization.

#### Economic Development Summit:

On November 15<sup>th</sup>, Access Arizona hosted a summit for local economic developers. The meeting was conducted by Jim Dinkle, Executive Director, and was very success. Speakers included Dean Foote, Arizona Commerce Authority, Pinal County Supervisor, Jenny Neff and other prominent people in the region.