



Greetings from the Greater Yuma EDC Staff,

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## Message from the President

### Site Selector Visits Greater Yuma EDC

Greater Yuma EDC had a very special guest touring the Yuma Region November 21 - 23. Don Schjeldahl, Vice President & Director of Renewable Energy and Food Processing for The Austin Company revisited Yuma after a two year hiatus. Don is a Site Selector; they are the Rock Stars of the Economic Development Profession. They are hired by high profile

## UPCOMING EVENTS

**December 2, 2011**

AZ/Mexico Commission  
using GYEDC Boardroom

10:00 a.m. - 4 p.m.

**December 6, 2011**

**December 7, 2011**

Julie Engel,  
President/CEO attending  
the Food Quality  
Symposium in Phoenix

companies wishing to remain anonymous who need to expand or relocate their operations. A region can be selected based upon its location to raw product or its proximity to the end market. It can be chosen based upon available skilled labor, available buildings, and incentives or maybe the CEO vacationed there and liked it. The list of reasons is endless. Site Selectors perform intricate analysis for multiple locations/regions when trying to identify the best option for their clients. In depth research of tax code/structure, logistics, manpower/labor, real estate and many other factors all contribute to the decision process. Many Site Selectors are experts in one or two industry sectors, allowing them to become very knowledgeable about their client's needs. Don has two areas of expertise and both are prevalent in Yuma County; Renewable Energy and Food Processing.

Don arrived at Yuma International Airport, so we began his tour as soon as he deplaned. Gen Grosse, Corporate Account Manager, drove us to the flight line and pointed out all of the new construction, tenants and assets at Yuma International Airport and MCAS. The last time Don was here the F-35 was just a vision and the airport hadn't built any of their buildings yet. Cranes on both sides of the airfield depicted a very different story. Don has a colleague as well as peer Site Selectors who specialize in Aerospace/Defense industries. Word of mouth still ranks as the number one way in which Site Selectors choose a region to include in their client analysis.

Next stop was Arizona Western College where Bill Smith met us in a golf cart and took us to all five technology sites and gave Don the building plans for the research lab and the layout for the demonstration and research sites. Bill's knowledge of Yuma's insular index coupled with his advanced knowledge of the technologies made this stop the most important of Don's tour. What we have at Arizona Western College is a "one of kind" opportunity. The foresight and fortitude the college administration demonstrated through this lengthy and often difficult process is going to payoff in more ways than we can imagine.

That evening we had dinner with GYEDC Board Member, Vic Smith. We were not 10 minutes into the salads when it became very apparent Don and Vic had several business acquaintances, colleagues and friends in common. This type of synergy is critical for our future relationships with Don's food processing clients. We began the next day bright and early at Vic's office where he gave Don a Google tour of the Yuma, Imperial and Mexicali valleys. We then toured the New Star facility that had only been operating 24 hours. They had just located all their equipment and personnel to Yuma over the weekend. They were working on organic leafy greens. This is very important for Don; he has a client that specializes in organic foods. We

**December 6, 2011**

Greg LaVann, Senior  
Project Manager  
attending AWC Flip the  
Switch Ribbon Cutting  
Ceremony  
2:30 - 4:30 p.m.

**December 6, 2011**

Stephany Turner,  
Business Development  
Specialist attending  
University of Phoenix  
ribbon cutting ceremony  
4 p.m. - 6:00 p.m.

**December 8, 2011**

Julie Engel,  
President/CEO speaking  
at Good Morning Yuma at  
the Ramada Inn  
6:30 - 8:00 a.m.

**December 9, 2011**

Keith Watkins from  
Arizona Commerce  
Authority will visiting  
Yuma for a site tour  
8:00 a.m. - 2:00 p.m.

left New Star to meet Ken Rosevear at River City Grill. Vic and Ken helped wrap up the food processing tour.

Next stop was the Agua Caliente Solar Plant in Dateland AZ.

Again I hear the words, "Why has this project been so quiet?" This is the largest solar plant in the world and they had just installed their 2 millionth panel the week before our tour. The project is running ahead of schedule and they will be celebrating with a Power to Grid ceremony in January 2012. The rest of the world will finally learn about this project.

We concluded our day with dinner at Carla Renee's. We were joined there by GYEDC Chairman Doug Nicholls, Board Member and Plant Manager Clayton Hasty of Shaw Industries and Plant Manager Jeff Vine of Johnson Controls. All participants demonstrated to Don the attributes of operating in Yuma County. The passion and conviction with which Clayton and Jeff touted their workforce was not lost on Don. That night when I was returning Don to the hotel, he indicated this trip was indeed a great success. He will be recommending our region for two of their projects in the Food Processing industry that are still in their infancy stages but Yuma will be a region that is considered. Don is a guest columnist for the industry magazine Site Selection. Next month (December) Don will be writing about Yuma County and the renewable energy assets he found here upon his return to our region. Site Selection Magazine has 44,000 readers including corporate executives, site selection consultants, and real estate professionals. Yuma will be a feature article with an industry Rock Star as the author. Advertising is often overlooked but content articles written by an industry leader lends credibility to the message.

In conclusion, I would like to personally thank Gen Grosse of Yuma International Airport, Bill Smith of Arizona Western College, Vic Smith of Skyview Cooling and JV Farms, Johnnie Taul of First Solar, Clayton Hasty of Shaw Industries, Jeff Vine of Johnson Controls, Ken Rosevear of Yuma County Chamber of Commerce and Doug Nicholls of Core Engineering for helping GYEDC demonstrate to Don and all his contacts, what a jewel we have here in Yuma County.

Julie Engel  
President/CEO

## **War Declared on the Solar Panel Industry?**

**November 5, 2011**

As First Solar mounts their one-millionth panel at Agua Caliente in east Yuma County, a skirmish is building in the panel market. By the time First Solar completes Agua Caliente, there will be

**December 9, 2011**

Julie Engel,  
President/CEO attending  
the Arizona Chamber of  
Commerce & Industry  
Luncheon at Julieanna's  
Patio Cafe  
11:30 a.m. - 1:00 p.m.

**December 15, 2011**

Board of Directors Meeting in  
the GYEDC Boardroom  
11:30 a.m. - 1:00 p.m.

**December 17, 2011**

Somerton Tamale  
Festival  
11:00 a.m. - 4:00 p.m.

**December 26, 2011**

Greater Yuma EDC office  
closed for the Christmas  
Holiday

## **GREATER YUMA EDC BOARDROOM**

Just a reminder...the GYEDC  
conference room is available  
to silver, gold and platinum  
level investors. Many  
investors are already taking

five million solar panels generating 290 megawatts of power. This is about the same generation capacity as a gas-fired peaking plant such as the Yucca Power Plant in south Yuma County.

[Read More.....](#)

### **School Officials Hold Off on Tech District**

**November 23, 2011**

A Joint Technical Education District is on hold in Yuma County – at least for now.

Due to an overwhelmingly negative reaction to local property taxes, the Yuma JTED steering committee has decided to adjust its timeline.

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### **The Future of Solar Power**

**November 23, 2011**

Up until now solar panels have fallen a little flat, literally. Whether they're on a house or an industrial solar field in the desert, solar panels have always been one shape: flat. But the world's not and there's no reason why our solar panels should be either.

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### **Lockheed Martin Girds for Battle**

**November 29, 2011**

FORTUNE -- Perilous times await Lockheed Martin, the world's largest military contractor. Wars in Iraq and Afghanistan are winding down. Because the congressional supercommittee failed to agree on a plan to curb the federal deficit, the Pentagon faces spending reductions that could add up to about \$1 trillion over the next decade. One likely target: Lockheed's controversial F-35 Joint Strike Fighter, the most expensive weapons program in history.

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advantage of the meeting space. The conference room is available from 8am-5pm, Monday-Friday by appointment only. Please call Melissa at 782-7774 if you would like to reserve the space.

## Investor Campaign



Expanding economic activity, attracting commerce and industry, creating jobs, retaining & expanding business.

To become an investor please contact Julie Engel or Melissa Wagner.

Join the other 130 Businesses who realize the benefits of Economic Development.



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