

# E-LETTER

## GYEDC President/ CEO Chris Camacho Accepts Position in Phoenix

After 3 1/2 years with the Greater Yuma Economic Development Corporation, Chris Camacho announced he would be leaving the organization in July. Chris started his career in St. Louis and quickly began his ascent in the economic development industry when he accepted a project manager position with GYEDC back in 2004. In a little over a year he was appointed the full-time President/CEO of the company.

In his tenure with GYEDC, Chris has been instrumental in the site location and attraction of companies such as: General Motors, Allied West Paper, ACT Call Center, Northwestern Industries, Alside Window, Agrinext Ethanol, Johnson Controls, and Old Castle APG Superlite Block. In early 2006, Chris had the foresight to introduce a Business Retention & Expansion program to the organization that subsequently was the stimulus behind the creation of the Yuma Manufacturers Association. Most recently, Chris was also able to see through a vision he had for Yuma when he first arrived by introducing the idea and helping start a young professionals network called NexGen Leadership Council.

As President/CEO, Chris served the community not only through his economic development efforts but also as a member of numerous boards and committees. His influence was resounding throughout the state, where he was a vocal advocate for southern Arizona rural development initiatives that would benefit Yuma in particular. For his contributions to the area, Chris was recognized by the Chamber of Commerce as the member of the year in 2007 and garnered many accolades for his dedication to our region.

“When I first came to Yuma I recall being told numerous times that the best resource in Yuma is the people. You won’t find a more welcoming community that aspires to develop future opportunities for their children and their children’s children. Greater Yuma EDC played a large role in attracting companies that provide the types of employment options sorely needed in this community. The staff, board, and a group of community leaders in Yuma worked in conjunction with one another to ensure that our region develops into hub of commerce, while maintaining the quality of life we have all grown to enjoy. Yuma will always be a special place for me and my family, as our daughter Makenna was born here at YRMC.

The future is bright for Yuma County, and while I’m in Phoenix I’ll continue to work to keep Yuma on the radar screen.

Thanks once again to our Board of Directors, investors, and community partners.”

### GYEDC Accomplishments

**In his last two years as President/CEO of GYEDC, Chris Camacho oversaw a spectacular amount of growth and prosperity. Here are some of the benchmarks GYEDC accomplished with Chris at the helm:**

- **2,000+ Net New Jobs Created**
- **\$48.9 Million in Net New Payroll**
- **\$247.3 Million in Capital Investment**
- **133 Lead Prospects**
- **7 New Community Impact Programs**
- **\$16:1 Public Sector ROI**
- **Expanded Operating Budget by 7.2%**
- **More Diversified Budget**

An Economic Development  
Publication of the Greater  
Yuma Economic Development  
Corporation

August 2008

## SBA Ranks Yuma 3rd in the U.S. in High Impact Firms

A recent report published by the United States Small Business Administration Office of Advocacy ranked Yuma 3rd among the nation's small metro areas having the highest percentage of high-impact firms. For the purposes of this study, a high impact firm is an enterprise with sales that double over the most recent four-year period and an employment growth quantifier of two or more over the same period.

High Impact firms are relatively old, rare, and contribute to the majority of overall economic growth. According to the new SBA study, on average they are 25 years old and represent only 2-3% of all firms in the local metro economic area. Firms with fewer than 20 employees represented 93.8% of the high-impact firms and 33.5% of job growth among them, while 20-499 employee companies represented 5.9% of the high impact firms and 24.1% of all the nations job growth. They account for almost all of the private sector employment and revenue growth in the economy. The report also notes that high-impact firms can be found in many industries, not just high-technology industries. High impact firms exist in almost all regions, states, metropolitan statistical areas, and counties.

160 companies were identified as high-impact firms in the Yuma MSA region representing approximately 2.92% of all businesses. In relation to counties, Yuma posted an impressive ranking of 29th out of 732 potential counties for high impact firms contributions.

## City and County Receive Attainment Status from ADEQ

On May 24, 2007 the Arizona Department of Environmental Quality (ADEQ) adopted the Yuma Maintenance Plan and Technical Support Document that was submitted to the Environmental Protection Agency (EPA) on August 17, 2006 as a revision to the Arizona State Implementation plan.

In that submittal, ADEQ also requested the re-designation of the Yuma planning area to "attainment status" so that it matches the official label of PM<sub>10</sub> air quality data. The Yuma planning area has met the National Ambient Air Quality Standards for over a decade. "This is a great step for Yuma," said Arizona Department of Environmental Quality Director Steve Owens. "We have worked closely for several years with the City of Yuma and Yuma County to address the particulate pollution problem. It's a very good thing that they are being removed from that non-attainment list."

The designation as "Attainment Status" offers great support to the economic development efforts of the region. Companies with emissions standards very often will overlook a city or county with "non attainment status".

## Monthly Stat Report

June 2008	Yuma	San Luis	Somerton	Wellton
<b>Residential Permits</b>	37 - \$7,000,080	8 - \$781,711	13 - \$940,888	1- \$125,000
<b>Total Value of Permits</b>	140- \$10,923,521	26 - 3,414,998	27 - \$994,624	9 - \$177,825
<b>Total City Tax Collections (5/08)</b>	\$2,439,707	\$419,463	\$87,565	\$94,957

## Bi-National Report

On July 23<sup>rd</sup>, GYEDC formally presented the internally developed Bi-national Economic Development Strategy proposal to south Yuma County and San Luis Rio Colorado, Sonora organizations that have been participating to date in the bi-national promotion meetings and efforts. The participants received the oral presentation of the strategy in San Luis Rio Colorado and also via email for their internal review.

GYEDC is spearheading this initiative, which is the first formal bi-national economic development strategy in our region, to develop the information resources necessary to successfully promote the Greater Yuma-San Luis R.C. two-country region to potential investing companies.

The proposal includes a directed strategy that focuses on four areas of economic development and four target business sectors which were previously identified by the group as strategic sectors in which the region holds a competitive advantage. Pending financial commitment from organizations on both the Arizona and Sonora sides of the border, GYEDC can carry forth the bi-national strategy, which will allow Yuma to capitalize more greatly on our border location in attracting inward investment.