

A magnifying glass with a silver rim and a black handle. The lens is focused on the word "FOCUS" in large, bold, black capital letters. The background behind the lens is a light blue and white gradient.

FOCUS

ON THE HANDLE

The 2012-2013 Annual Report



Greater Yuma EDC Mission Statement:

To expand economic activity within Yuma County by attracting commerce and industry to the region, and by assisting in developing the region's existing industry to its fullest potential.

Greater Yuma EDC Vision Statement:

Greater Yuma will be recognized as a globally competitive region— one that embraces advancing technology, attracts and retains human capital and continues to develop & foster the amenities that make the Yuma Region a great place to live and work.

Focus on the Handle!

We are proud to present to you, the GYEDC 2012/13 Year End Report "**Focus on the Handle**". This theme will make a great deal of sense to you if you attended the GYEDC Annual Dinner. If you were not able to attend let me briefly explain. Every day we begin with sharp focus and determination. As the day proceeds we are deluged with outside influences, interruptions and unexpected events. At the end of that day we look back and ponder why we haven't accomplished the task we set out to achieve. When you are a juggler tossing four objects into the air, watching all four objects while simultaneously catching them as demonstrated at the GYEDC Annual Dinner, the handle is the only thing you want to see. "Focus on the Handle" is a recipe for prioritizing life and the tasks therein, helping you to accomplish your goals.

In 2012/13 GYEDC was focused on Job Creation. We achieved success through both the attraction of new industry and the expansion of our existing industries. GYEDC was instrumental in helping create 428 new jobs for the region creating an increase of \$10,682,226 in new payroll dollars. An infusion of capital investment totaling \$9,478,925, created a direct impact of \$1,655,597 to the tax base of Yuma County. A significant portion of this growth came from our existing industries; however the attraction of Convey Health Solutions will have a positive impact on Yuma County for many years to come.

The Board of Directors for GYEDC set out to increase and regulate funding for the organization through a public sector per capita formula. Efforts are still underway to bring this model into full acceptance by the public agencies. The Board approved the purchase of new GIS Web based software to enhance the asset inventory for the Greater Yuma region coupled with a fully re-designed website. With the new website came a new logo and marketing image for GYEDC. Technology played a major role in the marketing efforts. Videos, QR Codes and the creation of a YouTube Channel for GYEDC were all approved by the Board of Directors and fully implemented. California continues to be a target the Board has placed specific emphasis upon for attraction. A three phase campaign was launched in March 2013. Over 1000 emails, postal mail and phone calls were made to companies identified by GYEDC. Allied Waste volunteered to use their in-house call center staff to call these same companies on behalf of GYEDC to arrange for meetings. The Yuma Sun graciously placed advertising in their sister publications located in the California market we had targeted during this campaign, adding to the brand awareness of GYEDC. This effort has created leads for GYEDC in this fiscal year we are optimistic these leads will convert to a new locate for Yuma County.

We bring fiscal 2012/13 to a close with enthusiasm and excitement for fiscal 2013/14. The "Focus" will remain on job creation, and the success we have is your success. Without the support of all of you, Yuma would not have these milestones to celebrate. We graciously thank you.

Sincerely,



Julie Engel
President/CEO

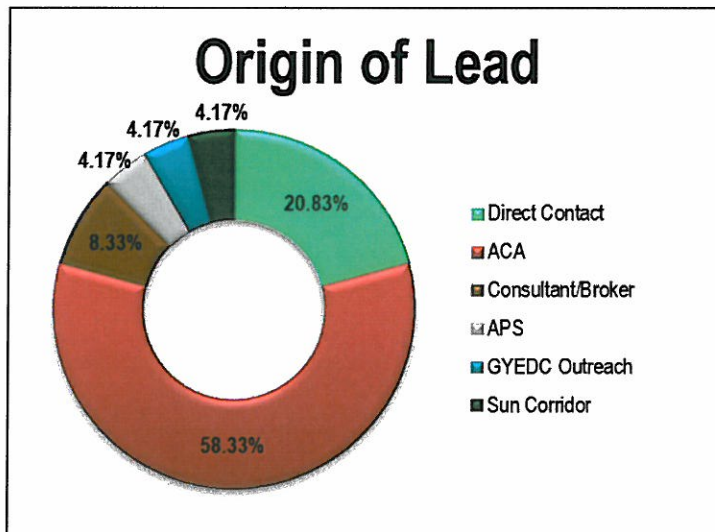
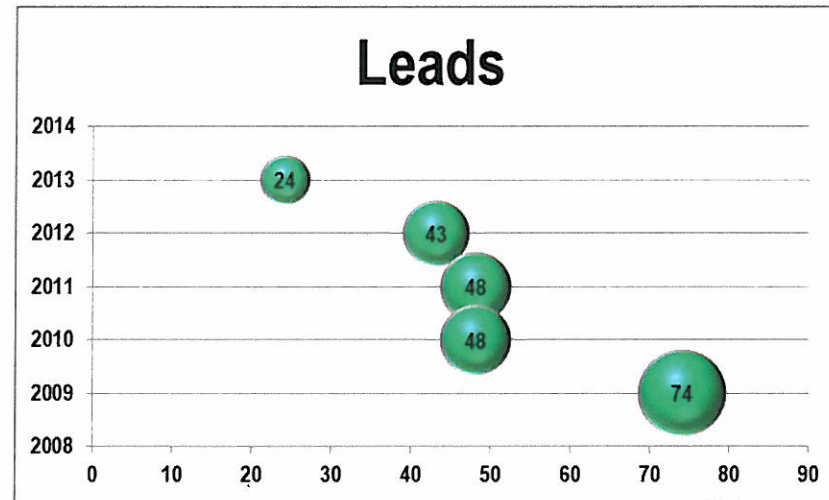


Jonathan Lines
Chairman Of the Board





FOCUS ON THE TARGETS

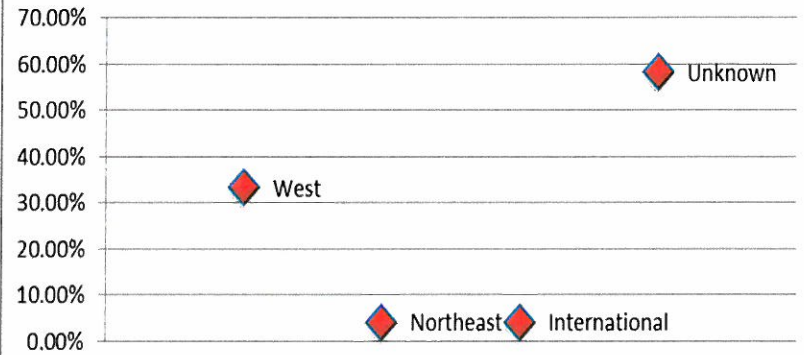




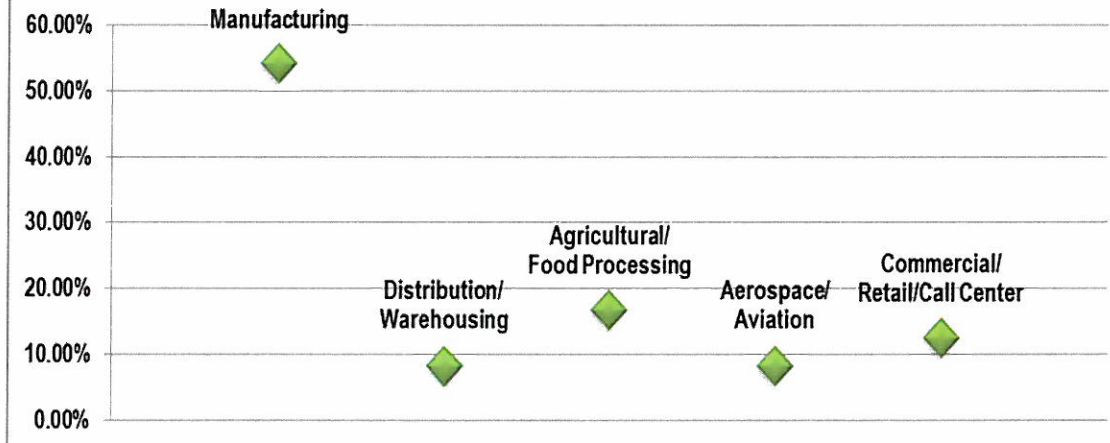
FOCUS ON THE ASSETS



Interest by Region



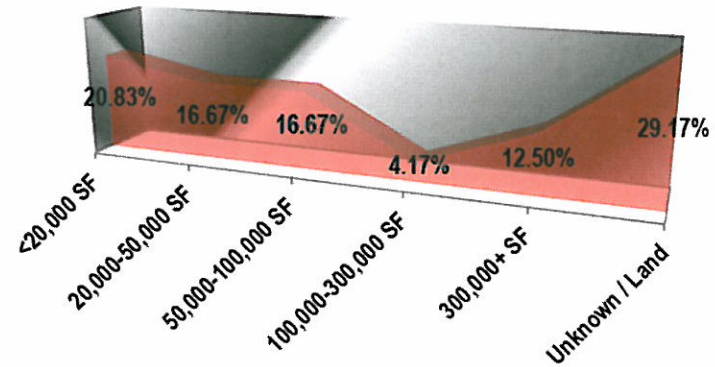
Leads by Industry



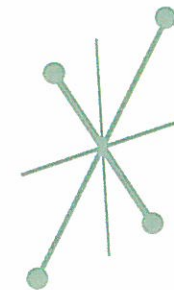
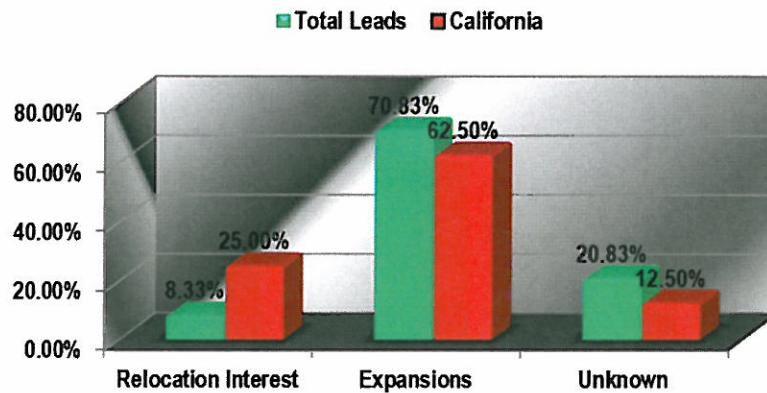


FOCUS ON THE CLIENTS

Range of Interest by Size



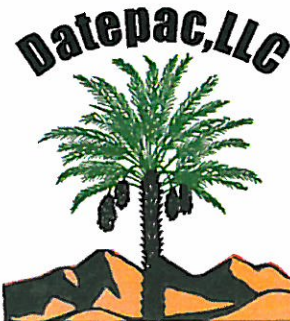
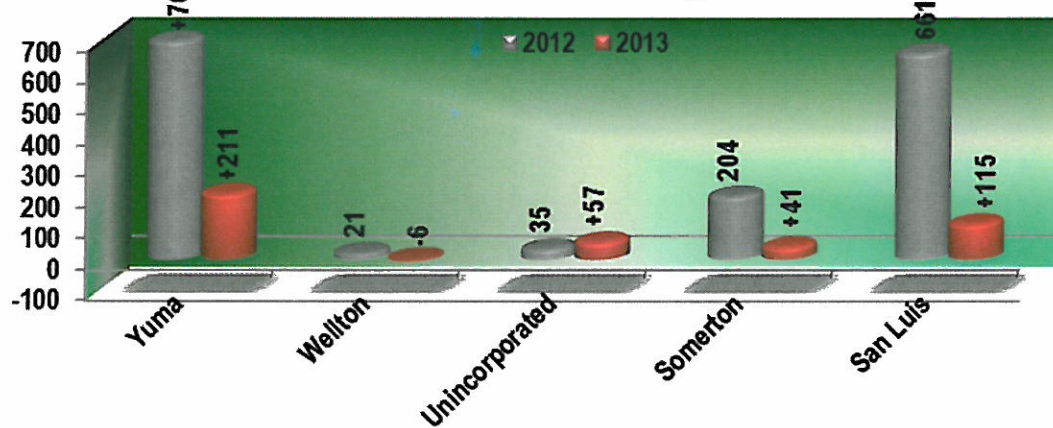
Industry Needs





FOCUS ON THE WINS

New Jobs Created by Community





FOCUS ON OUR INVESTORS



GOLD INVESTORS

1st Bank Yuma
Allied Waste
Blue Cross Blue Shield of Arizona
Bose Corporation
Dahl Robins & Associates
DeNise Builders
Desert Depot
Desert Healthcare Services, PLLC
Freedom Newspaper
Halls' General Construction
Million Air Yuma
Sellers Petroleum
Shaw Industries
Skyview Cooling
Sun Graphics/Desert Document Shredders
TRAX International
Wells Fargo Bank
Western News & Information

SILVER INVESTORS

A.T. Pancrazi Real Estate Services,
AEA Federal Credit Union
Aflac
B & H Refrigeration Company
Best Western InnSuites Yuma
BLT Companies
CEMEX/ Rinker Materials
Core Engineering Group, PLLC
Datepac, LLC
Don Peterson Engineers, Inc.
Eckard Construction
ERA Matt Fischer Realtor LLC
Foothills Bank
General Motors
Hansberger Refrigeration & Electric
Homewood Suites by Hilton
Inside Connection, LLC
Jacobson Companies
James Davey & Associates
Jennings, Strouss & Salmon, PLC
Johnson Controls
LPC Construction, Inc.
MGM Internet Solutions.
Manpower, Inc.
Mohave State Bank
Northwestern Industries
Pauley Construction, Inc.
Pilkington Commercial Co. Inc.
Regional Center for Border Health
Shadle & Walsma
Spencer Companies
Sternco Engineers, Inc.
Superlite Block, Yuma Facility
Synergy Holdings, Inc.
The Development Group
Westmoor Electric, Inc.
Yuma Innkeepers Association
Yuma Insurance, Inc.
Yuma Rehabilitation Hospital
Yuma Southwest Contractors Associa-

BRONZE INVESTORS

A Scott Herd Associates, Inc
Academy Mortgage
Barkley Ag Enterprises
Basket Creations and More, LLC
Booth Machinery, Inc
Byrne & Benesch, P.C.
Chicago Title Insurance Company
CORE Construction
First American Title
Fortuna Road Properties, LLC
Goodwill of Central Arizona
Gray and Terkelson
Horizon Moving Systems, Inc.
Hunter Employment Services
Ingold Family Investments
J & W Properties, LLC
Lines & Lundgreen Roofing
M & M General Contracting
Misenhimer, Aivazian & Tennant, PC
Montoya Group, LLC
Naumann-Hobbs Material Handling
One Source Distributors
Papa San Rice Bowl
Pasquinelli Produce Co.
R.L. Jones Customhouse Brokers, Inc.
Radisson Hotel Yuma
Round Table Pizza
Shay Oil, Inc.
University of Phoenix
Waldo Israel Properties
Wellton-Mohawk Irrigation & Drainage Dist
Western Arizona Economic Development Dist
Yuma East Real Estate & Development, LLC
Yuma Investment Group

CORPORATE PARTNERS

Arizona Public Service
Time Warner Cable
Yuma Regional Medical Center

PLATINUM INVESTORS

Arizona Western College
National Bank of Arizona
Northern Arizona University – Yuma
Southwest Gas Corporation
Underhill Transfer Company
University of Arizona
Von Verde Development LLC
Yuma Int'l Airport
Yuma Private Industry Council

PUBLIC SECTOR

City of Yuma
City of San Luis
City of Somerton
Town of Wellton
Yuma County



FOCUS ON OUR PARTNERS

Arizona Public Service

Arizona Association of Economic Development

Arizona Business Education Council

Arizona Department of Commerce

Arizona PASS Program/Lessions2Life

Arizona Western College

AWC Small Business Development Center (AZSBDC)

Border Trade Alliance

City of Flagstaff (Sun Corridor)

City of San Luis, Arizona

City of Somerton, Arizona

City of Yuma, Arizona

COPRESON

Greater Phoenix Economic Council (Sun Corridor)

Greater Yuma Port Authority (GYPA)

Joint Technological Education District (JTED)

Marine Corps Air Station Yuma

NEXGen

Northern Arizona University - Yuma

Pinal County (Sun Corridor)

Rural Economic Development Association

San Luis Chamber of Commerce

Science Technology Engineering Agriculture Math

Southwest Arizona Port Users (SWAPU)

Southwest Contractors Association

Southwest Gas

State of Arizona

Time Warner Cable

Town of Wellton, Arizona

Tucson Regional Economic Opportunities (Sun Corridor)

University of Arizona Agriculture Extension

Western Arizona Economic Development District

Yuma Business Education Coalition

Yuma Convention & Visitor's Bureau

Yuma County Chamber of Commerce

Yuma County, Arizona

Yuma Innkeepers Association

Yuma International Airport

Yuma Manufacturers Association

Yuma Metropolitan Planning Organization (YMPO)

Yuma National Heritage Area

Yuma Private Industry Council (YPIC)

Yuma Proving Ground

Yuma Regional Medical Center (YRMC)

Yuma Union High School District



ELECTED OFFICIALS

City of Yuma

Mayor Alan Krieger
Deputy Mayor Leslie McClendon
Councilmember Bobbie Lewis
Councilmember Cody Beeson
Councilmember Paul Johnson
Councilmember Jerry Stuart
Councilmember Edward Thomas

City of San Luis

Mayor Gerardo Sanchez
Vice Mayor, Marco A. Pinzon
Councilmember Joe Harper
Councilmember Africa Carrasco
Councilmember Maria C. Ramos
Councilmember Matias Rosales
Councilmember Gloria Torres

City of Somerton

Mayor Martin Porchas
Vice Mayor, Gerardo Anaya
Councilmember Carlos Gonzalez
Councilmember Miguel Villalpando
Councilmember Jose Yopez
Councilmember Luis Galindo
Councilmember Laura Ramirez

Town of Wellton

Mayor James Deermer
Vice Mayor Emma Moser
Councilmember Alejandro Bejarano
Councilmember Lisa Jameson
Councilmember Cecilia McCollough

Yuma County

Supervisor Greg Ferguson
Supervisor Russell McCloud
Supervisor Russ Clark
Supervisor Tony Reyes
Supervisor Lenore Stuart



BOARD OF DIRECTORS

Jonathan Lines, Chair
Dennis Booth, Vice Chair
Terry Frydenlund, Secretary/Treasurer
Doug Nicholls, Past Chairman
Joni Brooks, Yuma Sun
Shaun Cassidy, City of Somerton
James Deermer, Mayor, Town of Wellton
Greg Ferguson, Yuma County
Stacy Gutierrez, Nicklaus Engineering
Bobbie Lewis, City of Yuma
Leslie McClendon, City of Yuma
Russell McCloud, Yuma County
Robert Pickels, Yuma County Administrator
Martin Porchas, City of Somerton
Vic Smith, Skyview Cooling
Phil Smithers, Arizona Public Service
Matias Rosales, City of San Luis
Frank West, General Motors
Greg Wilkinson, City of Yuma Administrator

STAFF MEMBERS

Julie Engel, CEcd, President/CEO
Greg LaVann, Senior Project Manager
Alison Morey, Project Manager
Stephany Turner, Office Manager



GREATER YUMA EDC

BALANCE SHEET AS OF JUNE 30, 2013

Jun 30, 13

ASSETS	
Current Assets	
Checking/Savings	
1131 · 1st Bank Yuma	100,878.86
1110 · Wells Fargo	7,085.36
1120 · National Bank	<u>125,870.78</u>
Total Checking/Savings	233,835.00
Accounts Receivable	
1200 · Accounts Receivable	<u>1,537.50</u>
Total Accounts Receivable	<u>1,537.50</u>
Total Current Assets	235,372.50
Fixed Assets	
1535 · Leasehold Improvements	93,121.42
1505 · Furniture	26,181.10
1515 · Office Equipment	16,352.98
1600 · Accumulated Depreciation	<u>-106,683.00</u>
Total Fixed Assets	<u>28,972.50</u>
TOTAL ASSETS	<u>264,345.00</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	<u>218.16</u>
Total Accounts Payable	<u>218.16</u>
Total Current Liabilities	<u>218.16</u>
Total Liabilities	218.16
Equity	
3100 · Retained Earnings	43,072.31
3200 · Unrestricted Net Assets	243,780.04
Net Income	<u>-22,725.51</u>
Total Equity	<u>264,126.84</u>
TOTAL LIABILITIES & EQUITY	<u>264,345.00</u>



Greater Yuma

ECONOMIC DEVELOPMENT CORP

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Website: www.greateryuma.org

2012—2013 Annual Report

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BlueShield
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