

# Greater Yuma EDC Investors Making News



## July 13, 2016 Issue

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# Trending Upward: Yuma Farmland Values Increase By 10 Percent Since 2015

By Matt Harding, Yuma Sun Staff Writer July 11, 2016

The values of irrigated farmland in the Yuma region have increased by 10 percent in the past year and are still trending upward, according to Bill Moody, owner of Yuma's Robert J. Moody Appraisers.

Moody cited "sustained periods" of profitable crop commodities for the past six years or so as one of the main reasons for the increased farmland values in the county, specifically noting the bolstering produce industry.

"Produce drives the market," said Moody, adding that investors have recently been highly interested in the Yuma region due to the produce prices.

"It's definitely a seller's market," he said, though not too many people are actually selling.

Prices throughout the Yuma County region vary drastically, ranging anywhere from \$9,000 per acre on land in the Wellton Mesa area to \$100,000 per acre for medjool date land in Bard Valley.

Farmland values in the Yuma Valley, located west and southwest of the city of Yuma, range from \$25,000 to \$36,000 per acre. The North and South Gila valleys, just east and northeast of Yuma, are valued between \$30,000 and \$36,000 per acre.

The Yuma Mesa Districts — Yuma Mesa Irrigation and Drainage District (I&DD) and the Unit B Irrigation District — are valued lower, both between \$14,500 and \$20,000 per acre, and are located east of the Yuma Valley.



Photo By Matt Harding/Yuma Sun

The Yuma County Water Users Association irrigates about 50,000 acres of farmland in the Yuma Valley.

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Photo by Matt Harding/Yuma Sun

Uniformed citrus trees make up a large portion of produce in the Yuma Valley and the Yuma Mesa Districts

Different areas in the Wellton-Mohawk Irrigation District vary greatly, dependent mostly on location, and can range anywhere from \$9,000 to \$31,500.

Moody said that farmland values are generally lower in places further away from Yuma because produce distributions centers are located in the city.

It simply costs more money to ship produce into Yuma from East County, Moody said, hence the cheaper land in the Wellton-Mohawk Irrigation District, which includes nearly all of the county's agricultural land east of the Foothills. Most of that land is also north of I-8.

The irrigation districts in the Yuma, Gila and Bard valleys aren't only more valuable due to location, Moody said, but are also influenced by soil quality and "microenvironments," meaning that certain areas are more desirable at different times of year.

The overall economy and real estate market also has a lot to do with annual farmland valuations.

Pat Hodges, the agricultural land specialist with A.T. Pancrazi Real Estate, said that while some agricultural markets stabilized during the recession of 2008, it was tough in Yuma for two or three years, and some valuations took a hit.

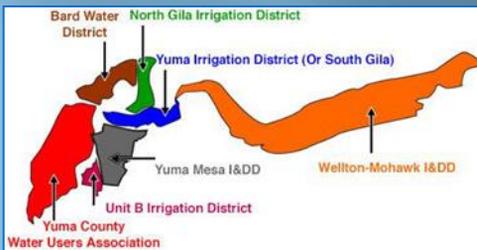
Moody's farmland statistics show just that.

While the Upper Yuma Valley's sale prices remained stagnant from 2006 to 2011, the Lower Yuma Valley's decreased by a couple of thousand dollars per acre from 2009 to 2011.

Bard Valley sale prices dropped a bit between 2010 and 2011, according to Moody.

Virtually all of the Wellton-Mohawk lands in East County lost value after 2008.

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## Loaned/Yuma County Water Users Association

Highest average farmland valuations are located in the Yuma County Water Users Association area, known as the Yuma Valley, and also in the North and South Gila valleys.

In 2011, Hodges said the market picked back up in Yuma. Prices weren't going up much, he said, but there were more sales. Hodges referred to 2011 as the "re-entry year."

After that, as evidenced by Moody's appraisals, the market continued to grow.

Since 2011, the value of farmland in the Upper Yuma Valley increased from a high average of about \$26,000 per acre to about \$36,000.

The Lower Yuma Valley's sale prices rose from less than \$25,000 an acre in 2011 to about \$30,000 this year.

There have been comparable increases in the other districts since then as well.

Hodges also concurred with Moody about differences in values due to soil, citing particular soil types that are better equipped to grow certain crops, such as the sandy soil of the Yuma Mesa Districts that permits the growth of mostly citrus and alfalfa.

Hodges noted that there are three primary types of buyers in area farmland: produce farmers, many from California who already have a stake in local agriculture; local ag growers of all kinds; and investors, some of whom Hodges said are institutional buyers with large portfolios.

And, of course, both Moody and Hodges cited Arizona's water rights as a huge benefit to growing in the Yuma region, especially as California growers struggle with a long-term drought.

Moody said while there will always be water issues in the desert, Yuma's situation is nowhere near as dire as in Phoenix and Central California, specifically in Salinas, Calif., where many of Yuma's agriculture workers farm during the summer.

The harvesting season in Yuma, which usually lasts from about November to March, is being stretched to compensate for a drier California, Moody said. A California wet cycle could actually be damaging to the Yuma region's farmland values, he added.

However, look for farmland values to continue to increase slowly but steadily into the future, Moody said.

Hodges said, "At the end of the day, plenty of sunshine, good water, good soil and a good labor force make Yuma an ideal agricultural place."

# Wells Fargo Joins FX Settlement System CLS

Reuters.com Business | Tue Jul 12, 2016 11:47:am EDT

U.S. bank Wells Fargo (WFC.N) has joined the more than 60 banks worldwide that process currency transactions directly through the settlement systems run by U.S.-based CLS, the two banks said in a statement on Tuesday.

CLS, a vital piece of currency market infrastructure owned by dozens of the world's largest commercial banks, has allowed banks over the past decade to cut the cost of insuring currency trades against the default of one of the parties.

With a number of the currency world's biggest European-based players cutting back on investment banking and the volume of financial risk they take, industry players say U.S. banks including JP Morgan have increased the share they hold in the \$5 trillion market in the past year.

CLS said that Wells Fargo, the world's biggest bank by market capitalization and the third largest U.S. lender by total assets, joined 64 other settlement member banks in the system which settles \$5 trillion a day on behalf of its clients.

(Writing by Patrick Graham; editing by John Stonestreet)





# Urgent Care Center Opens In San Luis

By **Cesar Neyoy**, Bajo El Sol | July 11, 2016 Updated  
17 hours ago

San Luis - In an effort to bring a much-needed service to the area, the Regional Center for Border Health (RCBH) has opened its first urgent care center in this border city.

The San Luis Urgent Care center, part of the San Luis Walk-in Clinic, started operations Monday, with health professionals treating first-level injuries and sicknesses.

“It is a project we had planned for several years, and it is going to allow people to come here to receive care for urgent medical needs without having to call 911 and be transported to Yuma”, said Amanda Aguirre, RCBH’s President and CEO.

The need for the center was reinforced after a study done in conjunction with the City of San Luis and the San Luis Fire Department found that on average, 30 persons are attended to daily by fire department personnel for non-life threatening situations, Aguirre said.

Located at 1233 N. Main Street, in the Jackson Square commercial complex, the center is open Mondays through Fridays from 7 a.m. to 11 p.m., and Saturdays from 9 a.m. to 2 p.m.



Photo by Cesar Neyoy/Bajo El Sol

Amanda Aguirre, RCBH Presidente and CEO, prepares to cut the ribbon during the opening of the San Luis Urgent Care center, accompanied by city officials, RCBH board members, and other invitees to the ceremony.

The center has five examination rooms, a reception area and offices.

Some of the services offered in the new center are stitches, treatment for sprains and for non-life-threatening symptoms or wounds.

Matias Rosales, vice mayor for the City of San Luis, said the new clinic will greatly benefit area residents.

“Until now, we did not have this service in San Luis, so we had to go to Yuma to get urgent care, and some opted to go to Mexico. That represented a waste in time, sometimes only to get treatment for a simple fever, a bite or a sting”.

This center, Rosales added, will also allow the Fire Department’s paramedics to concentrate on other tasks.

In the near future, the center will operate on a 24-hour basis and add such services as a clinical laboratory, ultrasound and X-ray, Aguirre said.

The services are open to the public, without the need to be a Walk-in Clinic patient, and can be paid for in cash or through health insurance or a government health program.

The center's telephone number is (928) 550-5514.

# YPG: Military Support Group Formed In Yuma

By **Chuck Wullenjohn** | Updated Jul 5, 2016

Yuma is a town of fervent military supporters, and it's been that way for a long, long time.

Dating back to 1850 when the Army first established a permanent local presence at Fort Yuma, a heritage that continues at U.S. Army Yuma Proving Ground today, the military has played a significant role in molding and forming the Yuma community. In today's economy, the combined over one billion dollars of annual spending by Yuma's two bases makes the military's economic impact the second largest component of the Yuma economy, after agriculture. By itself, YPG is the largest single employer of civilians in Yuma County.

Both bases boast positive two-way relations with local elected officials and community leaders. Members of the community banded together in the past whenever necessary to support the local installations, such as during the base realignment and closure (BRAC) process that closed or reduced many installations around the nation during the late 1980's through the mid-1990's.

Recently, local leaders decided to formalize the military support process by creating a permanent local organization much like many other communities have formed. The new organization, called the Yuma 50, held a gala kick-off dinner in a hangar at Yuma International Airport in May to get the group off the ground.

"We are a nonprofit organization formed specifically to support military operations in Yuma County," said Ken Rosevear, chairman of the Yuma 50. "Our purpose is to pursue issues that support our bases and oppose those that are detrimental, whatever they may be." He describes the group as a community outreach and education organization bringing together a broad group of community and civic leaders, businesses, organizations, military support groups, and private citizens across all political affiliations.

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Rosevear says the group hopes to organize 300 to 400 people in the local community and have them ready to respond when an issue comes up deemed negative to either Yuma Proving Ground or Marine Corps Air Station Yuma. These include threats such as proposed budget cuts, sequestration, encroachment issues, and much more. Members will make phone calls, send email messages, write letters, or even visit congressmen to state their opinions and positions.

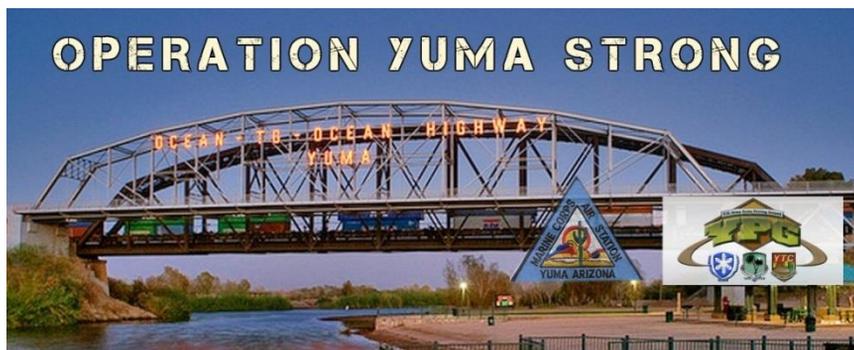
The new organization has joined forces with the Southern Arizona Defense Alliance, which has operated in Tucson and Sierra Vista for several years, to magnify and focus its impact.

“A study was conducted by the alliance a couple years ago that showed strong military support by 83 percent of the citizens of Yuma County,” said Rosevear proudly. “Anybody who lives in Yuma knows this is a military town.”

He strongly believes the work being accomplished at U.S. Army Yuma Proving Ground and Marine Corps Air Station Yuma deserves protection because of its importance to the national defense. “The mission of the two bases, one for training and the other for testing, is critical to the military,” he said. “This is serious business and we don’t want the mission of either base to be interrupted.”

For further information on the Yuma 50 and to learn how to become a member, visit the organization’s website at: [www.Yuma50.org](http://www.Yuma50.org).

Chuck Wullenjohn is the public affairs officer at Yuma Proving Ground. He can be reached at [charles.c.wullenjohn.civ@mail.mil](mailto:charles.c.wullenjohn.civ@mail.mil).



# CRANE SCHOOL DISTRICT

& Goodwill of Central Arizona

Teacher-Substitute Teacher-Instructional Aide-Bus Drivers

Recruitment Fair- July 13th



## Join our Team

[www.craneschools.org](http://www.craneschools.org)

**Positions Available:**

**Full Time Teaching  
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Instructional Aides  
Bus Drivers**

Information Session will go over  
Substitute Teaching Requirements  
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Teaching Intern Programs- For candidates  
with a Bachelors Degree interested in  
teaching full-time. (Full Salary while you  
complete your Teaching Internship)

**Bring a Resume and Cover Letter**

**Meet with:**

Crane Human Resource Staff  
Crane Transportation Staff  
Rio Salado College

**What:** Job/Information Fair

**When:** July 13, 2016 11 am -2 pm

**Where:** Pueblo Elementary -Library  
2803 W 20th St, Yuma, AZ 85364

**Pre-Register:** <https://goo.gl/o2bYot>

Goodwill of Central Arizona  
3097 S. 8<sup>th</sup> Avenue  
Yuma, Arizona 85364  
928-343-7600

Yuma Community

# Career & Education Expo

Expó de Educación y Empleo

September 7, 2016  
9 am - 1 pm

Yuma Civic Center  
1440 W. Desert Hill Drive



Equal Opportunity Employer / Program Auxiliary Aids and Services are Available Upon Request to Individuals with Disabilities.

Empleador con igualdad de oportunidades / servicios y asistencia auxiliares disponibles para personas con discapacidades



Yuma Community Career Expo Contact Numbers

JEFF FLAKE

Arizona

SR-413 RUSSELL SENATE OFFICE BUILDING  
(202) 224-4521

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COMMITTEE ON  
ENERGY AND NATURAL RESOURCES  
COMMITTEE ON THE JUDICIARY  
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United States Senate

WASHINGTON, DC 20510-0305

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(602) 940-1891

6840 NORTH ORACLE ROAD  
SUITE 150  
TUCSON, AZ 85704  
(520) 575-8833

July 7, 2016

The Honorable Jeh Johnson  
Secretary  
U.S. Department of Homeland Security  
Washington, DC 20528

Dear Secretary Johnson,

I write regarding the newly unveiled Unified Cargo Examination pilot program created by the Customs and Border Protection (CBP) Office of Field Operations in Arizona.

As you know, border wait times are of great concern to Arizonans, with significant delays hurting not only cross-border businesses but our overall economy as well. Although CBP's staffing shortages have been challenging and additional measures to spur hiring are necessary, the prospects of innovative concepts such as this binational effort at Nogales' Mariposa Port of Entry are encouraging.

With over \$27 billion worth of goods processed annually in Nogales alone and Arizona trade volumes increasing, efficiency at our ports of entry has never been more important. Having border officials from both the United States and Mexico co-located and collaboratively conducting inspections will hopefully reduce the number of stops and inspections cargo must undergo as it travels into the U.S. as well as increase security.

Working together in a binational and cooperative fashion to overcome cross-border challenges and streamline inspection processes is a creative and efficient concept. I appreciate CBP's efforts towards facilitating trade while keeping our country safe.

Sincerely,



JEFF FLAKE  
United States Senator

cc: The Honorable Roberta S. Jacobson, Ambassador of the United States of America  
His Excellency Carlos Manuel Sada Solana, Ambassador of Mexico  
Commissioner R. Gil Kerlikowske, U.S. Customs and Border Protection