



## President's Message

We are proud to present to you, the GYEDC 2015/16 Year End Report to our Investors.

Business attraction and retention efforts proved fruitful on many levels therefore I will let the statistics speak for themselves. We are proud to welcome two new companies to the region who made significant impacts in our job market and tax base. Jordan Manufacturing located in the City of Yuma and manufacturers cushions and pillows. Jordan acquired the former Russell Coil facility on Arizona Avenue and the firm of A.T. Pancrazi played a critical role in the location of this company. A big thank you to A.T. Pancrazi in helping bring this great employer to Yuma. The Department of Economic Security (DES) opened a new customer service center in the City of Somerton. Utilizing a building that was abandoned during the recession, bought and renovated by the City proved to be the perfect location for DES and the City of Somerton. Business retention continues to be a top priority for GYEDC. As we have seen in previous years, the greatest number of new jobs created this past fiscal year came from our existing companies. GYEDC completed our annual Business Retention Survey and this year the industry sector was service providers. The overall health of the region appears to be improving based upon the amount and type of work our service providers are conducting. The primary concern expressed overall during the interview process is the amount of work that continues to go to companies outside the region and state.

Our public sector investors continued to march towards the per capita funding model the Corporation adopted in 2013/14. I want to thank the communities and county for their increased commitments and trust they place in Greater Yuma EDC. Our private sector investors continue to fund all the marketing and attraction efforts. As we attract new companies who have international ties, we will grow our revenues through our Foreign Trade Zone services. Included are the results of our bi-annual audit conducted by Terkelsen, Smith & Tyree. The financials demonstrate the Corporation is in solid financial condition and will continue to function at our current level due to the commitment we have from both our public and private sector investors. We are very grateful to all our investors and are humbled by the trust you have placed in us as an organization.

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As we continue with the implementation of our strategy we are more closely aligned with the University of Arizona's Center of Excellence, working towards developing the ecosystem necessary to develop new opportunities for food production, product development and new technologies in order to elevate Yuma County's importance in feeding the growing world population. New relationships have been established to help us reach this goal; we will be intimately aligned with education to help achieve the desired results.

We will continue to market Yuma County's assets to aerospace and defense companies, tying these attributes with our food production goals. Yuma Proving Ground is known throughout the world for their testing capabilities, MCAS Yuma continues to be the Weapons, Tactical Instruction leader for the Department of Defense. We want to elevate Yuma's presence in the testing and development of healthy food products to the same level as YPG and MCAS. Yuma County can become world renowned for our overall testing capabilities. This is a bold statement that will take years to accomplish, but this is a goal supported by a strategy and will have long term positive impacts for the regional economy. This does not dismiss the need for better logistical infrastructure nor does it supplant the desire to remain a diversified economy. This will enhance the diversity by building upon Yuma's largest economic driver, our agriculture.

I am honored to serve in the capacity of President/CEO for this great organization. I am grateful for our investors. Together we can grow this economy and increase the relevance of our region nationally and internationally. We have great partners that will also be instrumental in the success and future of Yuma County and San Luis Sonora. I am very excited about the future and look forward to 2016/17 and beyond.

Sincerely,



Julie Engel

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## NEW JOBS CREATED

In Fiscal Year 2015-2016 GYEDC assisted in

### CREATING 241 NEW JOBS



## NEW CAPITAL INVESTMENT

Companies GYEDC assisted in site location

### INVESTED \$15.1MILLION



## LOCAL TAXES

New company activities generated an estimated

### \$452,170 NEW ANNUAL TAX REVENUE



## PROSPECT CONVERSION

FY '11-'12

4%

FY '12-'13

4%

FY '13-'14

5%

FY '14-'15

3%

FY '15-'16

7%

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# BUSINESS ATTRACTION AND EXPANSION

**Northwestern Industries**, underwent a \$6M equipment expansion to their manufacturing facility in the Yuma Commerce Center which also resulted in the hiring of 22 new FTE jobs.

**Jordan Manufacturing**, announced the purchase of the former Carrier manufacturing facility and hired 30 new FTE jobs to begin the manufacturing of outdoor furniture and accessories.

**DES Support Center**, the Department of Economic Security opened a new customer care center in the City of Somerton that employs 70 new FTE jobs.

**Allstate**, expanded its disasters claim center with 58 new FTE hires and increased starting wages for incumbent and incoming employees to \$15/hr.

**Alside Windows**, invested \$2M into facility upgrades, equipment and improvements within their manufacturing plant.

**Johnson Controls Battery**, added on 22 new FTE hires to support the production increases within their operation

**ACCT**, increased their workforce by 23 FTE hires to a substantial 915 employees in San Luis.

**S & A Industries**, continued their strategic growth with the addition of 6 new hires to support the production of their Toyota supply parts.

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## COMPANY INITIATIVES



### New Food Attraction Strategy Unveiled

The GYEDC board of directors formally adopted an updated strategy that centers on the attraction of food manufacturing and food innovation companies. The Yuma region offers processing companies a vast array of resources that we intend to capitalize on through targeted efforts focused on freshly packaged products and organic commodities.



### Annual Business Retention and Expansion Report Released

GYEDC completed its annual BRE surveys for the finance, engineering and service sectors. We would like to thank all the participants that donated their time. Our BRE activities offer us an opportunity to identify economic trends impacting our local companies, provide information on business programs/incentives, in addition to addressing issues adversely affecting the business environment.

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# BI-NATIONAL RELATIONS

## New Bi-National Organization Introduced to the World



GYEDC in collaboration with the Cities of San Luis, R.C., Somerton, San Luis, Yuma, and Yuma County formally unveiled the formation of our bi-national partnership. The showcase was revealed at the World Forum in San Diego. A new website, strategy and consultant have been hired to market our region as a unified community that shares borders, natural resources, and intellectual talent.



## Border Over Inspection Taskforce Commissioned for San Luis POE II

International commerce is the backbone of Yuma's economy so when trade issues began to arise at the new commercial Port of Entry, our partners along with GYEDC moved to action that demanded inspection reform. The Governor heard our collective voice and deployed a taskforce that is working to make our border crossings more efficient and expedient.

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# MILITARY ADVOCACY



## YPG Contracting Process Challenged

We have been working with Senator McCain's staff to address the issues with contracting procedures within the Department of Army. There is a need for parity and accuracy when awarding contractor services currently provided by TRAX International. The current award is under protest and has the potential to reduce employment at YPG by several hundred people.



## New Yuma Military Preservation Coalition Formed

The protection and preservation of our military bases is imperative to the future success of our region. The Yuma 50 was formed in cooperation with our esteemed partners at the Yuma Visitor's Bureau, UofA, Ken Rosevear and other selfless board members to support a major pillar of our community.

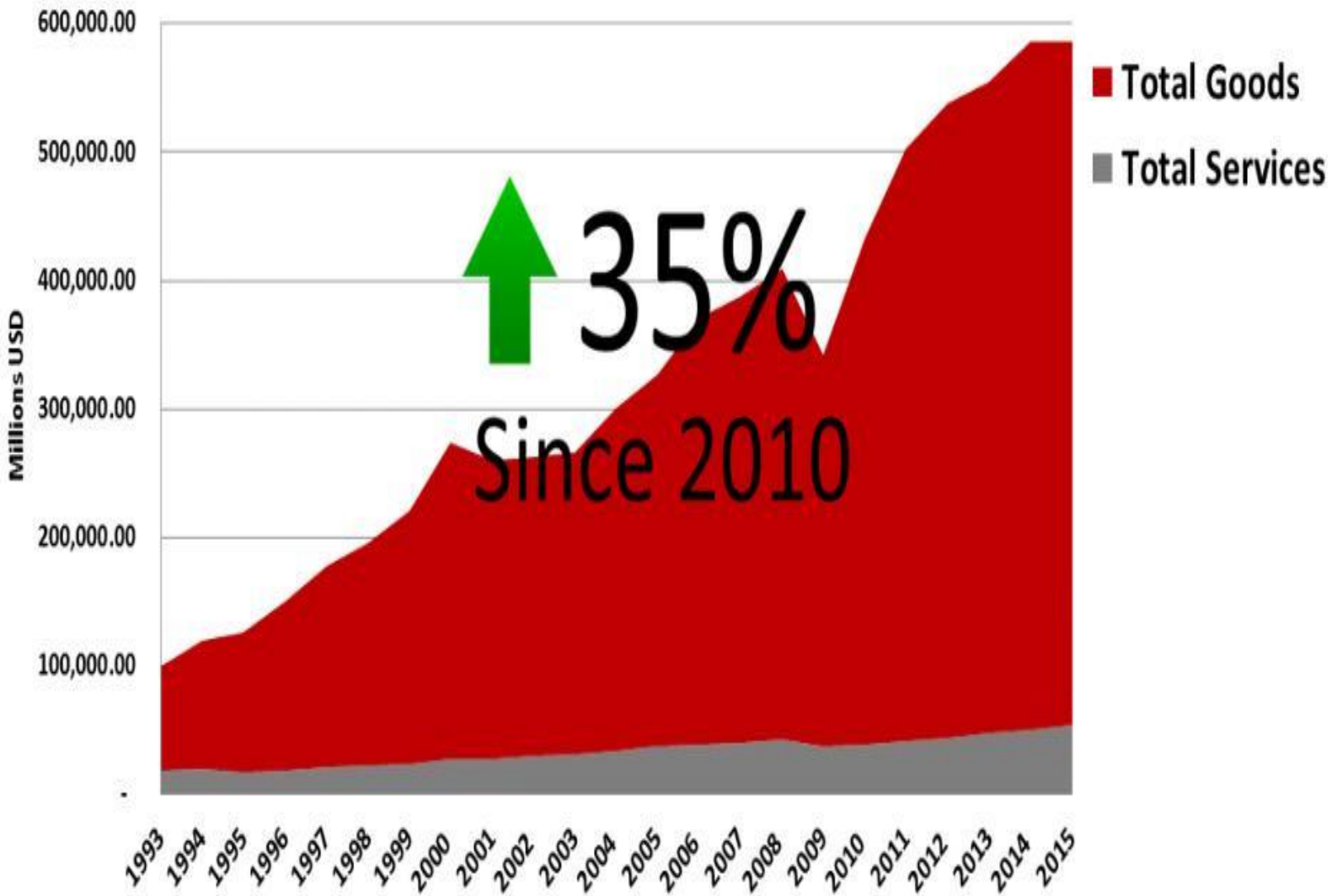


## Reinstatement of SARS for Marine Corps Air Station

GYEDC lobbied Senator McCain's staff to reverse the decommissioning of the Search and Rescue Squadron for the Yuma Marine Corps Air Station. The loss of the SARS squadron would have had detrimental impacts within MCAS and on the community. Senator McCain's Defense Bill saved the operation in Yuma.

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# United States Trade with Mexico, 1993-2015



# STATE REPRESENTATION



## President Appointed by the Governor to International Commission

The appointment of Julie Engel to the AMC board provides Yuma the opportunity to expand relationships with our neighboring Mexico brethren. Her representation will help drive additional commerce through Yuma County via trade missions and strategic international partnerships.



**ARIZONA**  
RURAL DEVELOPMENT COUNCIL

## GYEDC CEO Appointed to Governors Rural Advisory Council

GYEDC's presence on the Rural Development council aims to bring attention to the needs of rural Arizona and most importantly, Yuma. The board will work directly with state and local officials to raise awareness about issues impacting rural communities. The mission of the board is to ensure equal priority is given to non metro cities on legislative, economic development and social matters.



## Julie Engel Elected President of State ED Association

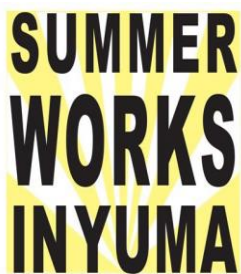
Serving as President of the Statewide ED Association allowed Julie to direct attention to Yuma County at the state level. For the first time in the organizations history, Yuma hosted the Annual Retreat under her stewardship. AAED aims to promote economic development policy and a pro-business environment that expands the economic activities throughout the entire state.

# COMMUNITY ENGAGEMENT



## Yuma Hosts 50 World Delegates for Regional Presentation

A caravan of 50 business and government leaders from 24 countries visited Yuma to learn of our community's economic best practices and exchange ideas that could grow our local economy. GYEDC hosted an event which brought together distinguished guests from around the world to showcase Yuma's importance in the global economy.



## GYEDC Partners with Local Business to Help Teachers

Education is the foundation of any advanced economy. When we learned that school districts were suffering with the retention and attraction of teachers; GYEDC, the Chamber of Commerce and NexGen led a campaign to help our teachers remain financially stable during the trying summer months. The program produced many success stories in it's inaugural year. We look forward to seeing it grow and using it as a tool to create a higher skilled workforce for the future!

**Greater Yuma Economic Development Corporation**  
**STATEMENTS OF FINANCIAL POSITION**  
**June 30, 2016 and 2015**

<b>ASSETS</b>	<b>2016</b>	<b>2015</b>
<b>CURRENT ASSETS</b>		
Cash	\$ 277,508	\$ 287,709
Accounts receivable	5,750	3,250
TOTAL CURRENT ASSETS	283,258	290,959
<b>PROPERTY AND EQUIPMENT, net</b>	-	1,036
	<b>\$ 283,258</b>	<b>\$ 291,995</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accrued expenses	\$ 17,444	\$ 10,131
TOTAL CURRENT LIABILITIES	17,444	10,131
<b>UNRESTRICTED NET ASSETS</b>	265,814	281,864
	<b>\$ 283,258</b>	<b>\$ 291,995</b>



**Greater Yuma Economic Development Corporation**  
**STATEMENTS OF ACTIVITIES**  
**Years Ended June 30, 2016 and 2015**

	<u>TOTAL</u> <u>2016</u>	<u>TOTAL</u> <u>2015</u>
<b>UNRESTRICTED SUPPORT AND REVENUE</b>		
Government Contracts		
City of Yuma	\$ 232,000	\$ 232,000
Yuma County	118,450	118,450
City of San Luis	32,500	24,000
City of Somerton	13,000	10,000
Town of Wellton	3,500	3,000
Private investor fees	186,771	194,080
Investor luncheons	29,578	27,200
Foreign trade zone	15,000	22,500
Interest income	280	248
	<u>631,079</u>	<u>631,478</u>
<b>EXPENSES</b>		
Program services	515,310	484,600
Supporting services	131,819	123,711
	<u>647,129</u>	<u>608,311</u>
<b>CHANGE IN NET ASSETS</b>	(16,050)	23,167
<b>NET ASSETS, beginning of year</b>	<u>281,864</u>	<u>258,697</u>
<b>NET ASSETS, end of year</b>	<u><u>\$ 265,814</u></u>	<u><u>\$ 281,864</u></u>