



Greater Yuma
ECONOMIC DEVELOPMENT CORP

MARCH 2017 E-UPDATE

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.

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.



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A MESSAGE FROM THE PRESIDENT



Spring is here and that means a great deal of activity for many Yuma County residents with the Yuma County Fair, the movement of produce to other regions, the departure of our winter visitors and schools beginning their final quarter for the 2016/17 year.

For GYEDC it is a very busy time with client activity and events. Planning and strategies are underway for two major events GYEDC will be participating in. April 26-28 will be the Arizona Association of Economic Development Spring Conference in Lake Havasu City. On Wednesday, April 26th, seven members of the GYEDC staff and board will be entertaining the Conference Key Note Team at a dinner hosted by GYEDC. The members of this team consist of reputable site selectors from across the United States. It was imperative GYEDC gain this sponsorship to have the opportunity for individual conversations with these high profile site selectors:

Brian Corde is the Managing Partner of Atlas Insight, LLC. Brian was instrumental in helping Alside Manufacturing select Yuma AZ for their expansion in 2006. Brian has included Yuma in several of his client's searches and continues to find this region viable.

Amy Gerber is Executive Vice President of Jones Lang LaSelle and specializes in State Incentive and tax negotiation and implementation for her clients. Amy has assisted several large retailers with their location decisions based upon tax advantages and incentives.

Bradley Migdal is Executive Managing Director of Transwestern and specializes in site selection and location analysis, economic incentives research and acquisition while

Scott Kupperman is President of Kupperman Location Solutions and has made numerous trips to Yuma for multiple projects. Most recently he was instrumental in helping Almark Foods select Yuma for their expansion. Scott firm specializes in food and beverage companies including processors, ingredient and packaging suppliers along with distribution facilities.

Also in attendance will be Dennis Shea, President of Halycorn Business Publications, Inc. Area Development Magazine continues to be the primary source of information for industrial, back office and Corporate Headquarter relocations and expansions. Dennis has his finger on the pulse of all national and international projects that are happening today.

Planning is underway for the Arizona Mexico 2017 Summit that will be held in Scottsdale Arizona, June 1-2, 2017. As Co-Chair of the Economic Development Committee we are putting together a two hour session on Economic Development Strategies and imperatives for both Arizona and Mexico. We are striving to bring greater focus to our region in this year's session. The primary focus continues to be for the Nogales Port of Entry and the relationship with Hermosillo. We are inviting our partners from Mexicali and have requested Carlos Mexia from Copreson in San Luis Sonora to be a speaker. Carlos has agreed to speak and he will do an excellent job demonstrating the growth, activity and benefits to exploring this region. Please see the attached flyer for more information regarding registration for the summit.

<http://azmc.us5.list-manage.com/track/click?u=42c384d95868d9e22819467e6&id=3ad7954e28&e=1168375666>

Additional Bi-National activity happening this month is the signing of a Memorandum of Understanding between Mexicali and San Luis Sonora universities with Arizona's three major universities and Arizona Western College. There will be a signing ceremony held at Arizona Western College, March 29, 2017 at 5:00 p.m. The goal of this new opportunity is to address workforce shortages on both sides of the border, by having dual credits, exchange students and exchange faculty.

We will keep you apprised of all projects and events along with outcomes as they occur. For our new and increasing investors, please make sure you contact Stephany Turner with your advertising needs for the preferred vendor guide. The deadline is rapidly approaching. Have a wonderful spring!

Sincerely,
Julie Engel
President/CEO



News Release
U.S. General Services
Administration

GSA awards contract for new pedestrian building annex at San Luis I Port of Entry

San Luis, Ariz.- Today, the U.S. General Services Administration announced its selection of Concord General Contracting (Mesa, Ariz.), in partnership with Jones Studio (Tempe, Ariz.), to design and build an addition to the existing pedestrian processing building at the San Luis I Land Port of Entry (LPOE) in San Luis, Ariz. This construction project will expand the facility currently used by U.S. Department of Homeland Security Customs and Border Protection (CBP) to perform its mission. The expanded facility is also expected to further trade and pedestrian travel between the City of San Luis and San Luis Rio Colorado, Sonora, Mexico. This \$6 million project will include an 8,300-square-foot expansion that will, upon anticipated completion in October 2018, expand processing capacity, include new offices and public spaces. The design-build contract award of the San Luis I LPOE upgrades existing infrastructure by increasing the number of pedestrian inspection booths from seven to 10 and aims to reduce northbound pedestrian wait times by utilizing a more efficient operational floorplan.

The selection of Concord and Jones as project contractors also awards work to two Arizona-based small businesses.

"Small businesses are key partners for GSA -- they provide essential delivery of support on many of our projects," said GSA's Pacific Rim Public Buildings Service Regional Commissioner Dan Brown. "GSA is modernizing the infrastructure at our land ports of entry by adding new, state-of-the-art buildings and facilities. Our small business contractors are assisting GSA to become more efficient and allow us to better serve federal inspection agencies at these ports as well as the traveling public who use them."

The design aims to deliver a building that lowers operating and life-cycle costs despite its location in an extreme desert climate. Solar panels, high levels of insulation and use of natural lighting throughout the facility will help meet a goal of "Zero-Net Energy" and allow the building to generate and operate from its own power supply. Low-use water fixtures, rainwater harvesting and native landscaping will help the facility thrive in extremely dry conditions.

Key Facts:

- Location: Highway 95 and the Mexican Border, San Luis, Ariz.
- Primary Tenant: U.S. Department of Homeland Security Customs and Border Protection
- Cost: Approximately \$6 million
- Project Size: 8,300 square feet
- Features: New offices and public spaces, plus 10 northbound pedestrian processing lanes

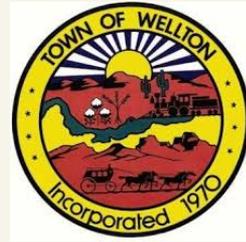
Design Priorities:

- Reduce screening times for northbound pedestrian traffic
- Provide a safe, secure and efficient workspace for Customs and Border Protection
- Deliver a resilient, efficient facility with low operating costs

Join the conversation @US_GSAR9

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Wellton To Start Low-Income Housing Project



By Blake Herzog, @BlakeHerzog Mar 12, 2017 Updated Mar 12, 2017

The town of Wellton is looking for 10 low-income Yuma County families willing to build about 65 percent of a new home for themselves in the community.

Wellton Grants Coordinator Yolanda Galindo-Morales said the Town Council approved its Community Development Block Grant applications for the year when it met Tuesday, including \$410,410 to buy land and build infrastructure for 10 new houses, to be built next to the Wellton Branch Library in a partnership with Housing America, a Somerton-based affordable housing agency.

She said the town has built a couple of self-help homes with CDBG funds in the past, but never took on a project of this size before. "This is a huge undertaking for us," she said, considering the town's total population is about 3,000.

She said the project is part of Wellton's goal of providing more affordable housing in the community.

Wellton Town Manager Larry Killman said the homes will be built through the U.S.

Participants must meet federal definitions for low income or very low income families. Applicants aren't required to have construction expertise but the project is described as hard work, done on a Saturday/Sunday schedule.

Households will work together for one year, under Housing America's supervision, and none of the families will move in until all houses are finished and inspected. They will then make income-based mortgage payments on their homes.

Town officials expect to complete land acquisition during the summer and hopes to complete the infrastructure by October, at which point construction of the houses will begin, Galindo-Morales said.

Anyone interested in applying to build one of these homes can contact Galindo-Morales at (928) 785-3348.



3M To Buy Johnson Controls' Safety Gear Business For \$2 Billion

DEALS | Thu Mar 16, 2017 | 9:21am EDT

3M Co (MMM.N) said on Thursday it would buy Johnson Controls International Plc's (JCI.N) safety gear business, Scott Safety, in deal with an enterprise value of \$2 billion.

Scott Safety makes respiratory and protective equipment and other safety products for firefighters, industrial workers, police squads and the U.S. military. The Monroe, North Carolina-based business's 2016 revenue was about \$570 million and would complement 3M's personal safety business, which also manufactures safety devices, 3M said.

Johnson Controls, which manufactures products ranging from car batteries to heating equipment, had been exploring a sale of the business, Reuters had reported last week.

Proceeds from the deal are expected to be about \$1.8 billion-\$1.9 billion, and

Johnson Controls agreed to buy Ireland-based peer Tyco International in January last year and the merger completed in September.

3M's financial advisers were Citi and Goldman Sachs while Centerview Partners provided financial advice to Johnson Controls.

Shares of Johnson Controls were up 1.3 percent at \$42.49 and 3M's shares edged up 0.6 percent to \$192.34 in premarket trading.

(Reporting by Arunima Banerjee in Bengaluru; Editing by Savio D'Souza and Martina D'Couto)



Make NAFTA Great Again

Let's make the North American Free Trade Agreement great again. NAFTA is already pretty great, but this 23-year-old agreement can be modernized and made even better.

The key will be to find value-adds to areas that will result in benefits to the US, Canada and Mexico.

Understanding that Canada and Mexico seem committed to maintaining the trilateral nature of the agreement, the US – meaning our governments at all levels, and the nation's business community – must work together to identify those areas that unquestionably benefit our country, but that are also beneficial to Mexico and Canada.

The administration has expressed skepticism at multilateral trade deals, and instead wants to pursue bilateral arrangements as a general rule. This will not be beneficial for us when it comes to our North American neighbors.

Why?

The US-Canada-Mexico trading relationship is now highly integrated with parts and supplies

New York, it's also not a good idea to put up barriers between neighboring states like Arizona and Sonora. And just as Arizona and Sonora are developing a MegaRegion concept to drive regional economic development, we should carry that same thinking writ-large for all of North America.

[Read more ...](#)



FOR IMMEDIATE RELEASE

CONTACT: Flake Press Office (202) 228-2046

Thursday, March 9, 2017

press@flake.senate.gov | [@FlakePress](https://twitter.com/FlakePress)

Flake, McCain, Johnson Introduce Boots on the Border Act

Boosts border manpower by waiving onerous CBP polygraph requirement for veterans, military service members, and law enforcement officers

Washington, D.C. – U.S. Sens. Jeff Flake (R-Ariz.), John McCain (R-Ariz.), and Ron Johnson (R-Wis.) – chairman of the Senate Homeland Security and Governmental Affairs Committee – today introduced the [Boots on the Border Act](#). The legislation would help address hiring shortfalls at Customs and Border Protection (CBP) by waiving onerous and duplicative CBP polygraph hiring requirements for applicants with qualifying law enforcement or military experience.

According to data provided by CBP, hiring delays associated with the agency’s necessarily thorough vetting process have contributed to only about one percent of applicants successfully being hired. Currently, 1,768 Border Patrol agent positions and 1,046 CBP officer positions remain unfilled, in part, due to the agency’s slow hiring rate.

Specifically, the bill gives CBP the option to waive the current polygraph requirements for the following applicants:

Local or state law enforcement officers who:

- Have served for at least three years with no break in service
- Have statutory powers to arrest or apprehend a person in violation of the law
- Are not currently under investigation or previously found to have engaged in criminal activity or serious misconduct and
- Have successfully completed a polygraph as a condition of employment with their current law enforcement agency.

Federal law enforcement officers who:

- Have served for no less than three years with no break in service
- Have the authority to make arrests, conduct investigations, bear firearms, and serve warrants
- Are not currently under investigation or previously found to have engaged in criminal activity or serious misconduct and
- Hold a current/in-scope Tier 4 background investigation or Tier 5 single-scope background investigation as a condition of employment with their current law enforcement agency.

Transitioning members of the Armed Forces, veterans, or members of the Reserves of the National Guard who:

- Have served at least four years in the Armed Forces
- Have held a security clearance within the past five years
- Have undergone a current/in-scope Tier 4 background investigation or Tier 5 single-scope background investigation in the past five years
- Have received or are eligible to receive an honorable discharge and
- Have not engaged in criminal activity or serious misconduct under the Uniform Code of Military Justice.

“At a time when Arizonans are rightfully demanding a secure border, it’s unjustifiable to be turning away qualified applicants with distinguished military and law enforcement service because of a potentially flawed polygraph,” said Flake. “By waiving CBP’s polygraph requirement for these well-vetted and qualified applicants, this commonsense bill will ensure that bureaucratic hiring obstacles don’t hinder CBP’s critical border security and trade facilitation missions.”

“We can’t effectively secure our southern border if we don’t have the manpower to get the job done,” said McCain. “This legislation would address CBP’s chronic staffing shortage by streamlining background tests for qualified veterans, military service members, and law

unnecessary obstacles to serving once again.”

“Securing the border requires an appropriate mix of manpower, technology and infrastructure,” said Johnson. “This bill will help the Border Patrol get the manpower they need by expediting the hiring process for service members and law enforcement officers who have already passed prior background checks.”

“I am pleased to see commonsense reforms to what has been a troubled approach to the Department’s execution of the polygraph requirements,” said Art Del Cueto, president of the Tucson Local 2544 Border Patrol union. “Measures like this place national security over needless bureaucratic hurdles.”

Background:

- On Dec. 5, 2016, Flake and U.S. Sen. Heidi Heitkamp (D-N.D.) introduced the Customs and Border Protection Hiring and Retention ([CBP HiRe](#)) Act. The bill was designed to boost manpower at strained ports of entry along the U.S. border by giving CBP new tools to eliminate recruitment and retention obstacles that have left the agency nearly 1,000 CBP officers short of congressionally-mandated staffing levels. Read more about the bill [here](#).

- On Oct. 19, 2015, Flake, McCain, and U.S. Rep. Martha McSally (R-Ariz.), had their bill, the [Border Jobs for Veterans Act](#), signed into law. This law will help put veterans to work as CBP officers at understaffed U.S. ports of entry by requiring the Department of Defense (DoD) and the Department of Homeland Security (DHS) to cooperate on efforts to recruit and expedite the hiring of transitioning service members. Read more about the bill [here](#).

Greater Yuma EDC Preferred Vendor Guide Update

Greater Yuma EDC is in the process of updating our Preferred Vendor Guide to include those Investors who are new to our organization and not in the Guide and update the ads of those Investors who have chosen to increase their Investment with Greater Yuma EDC. By now, if you are one of those investors, you should have received several emails from Stephany Turner. If you haven’t responded please note that the deadline is **March 31, 2017**. If we have not received an ad or you have not contacted us to get the designer information, your company will not be placed in our Preferred Vendor Guide. **Please note:** If you need an ad created for you there is no charge to you or your Company.

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