



**Greater Yuma**  
ECONOMIC DEVELOPMENT CORP

# JANUARY 2018 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



Happy New Year! We are excited about the potential for 2018. The number of active projects that are considering this region is promising. As we prepare for the minimum wage increase to \$10.50 an hour, we continue to foster growth in our industry sectors that are paying well above this rate. That doesn't protect them from the ripple effect that comes with these increases and it doesn't separate them nearly as significantly from retail and hospitality industry wages, however, we continue to be an affordable place to bring labor-intensive operations and will continue to attract the industries who need to serve the southwest U.S.

## BI-NATIONAL REPRESENTATION



GYEDC and Martech Medical were featured in the November article of Beyond Borders, a bi-national business magazine. In the article, Tracy Schultz, VP of Operations for Martech quoted "The collaboration between Yuma, PIMSA, Martech Medical has created an environment of growth. Martech Medical is a contract manufacturing company for multiple companies and we are stationed in Pennsylvania and we are also in Mexicali, Mexico. Because of logistics of the area, we found that Yuma was a place where we wanted to expand. We partnered with Greater Yuma Economic Development and PIMSA, to find a location and started distributing for seven of our companies."

Read the full article <http://beyondbordersnews.com/flipbook/editionnovember2017/>



The Arizona Capitol Times named The Arizona-Mexico Commission (AMC) "The 2017 Leader of the Year in Economic Development." Playing a pivotal role in helping the AMC win this esteemed award was Julie Engel, whom serves as a board member on the commission. The AMC is responsible for fostering and creating business opportunities between Arizona and Mexico. It is imperative that our region is represented on this board in order to ensure Yuma County's border commerce interests and trade concerns are addressed.

## MILITARY ADVOCACY



The Yuma 50 with the help of the *Caballeros de Yuma*, held a tailgate party for all active duty military, employees of both bases, veterans and family members prior to the kickoff of the El Torro Bowl. Julie Engel (Chairwoman of The Yuma 50) also attended the Southwest Arizona Defense Alliance (SADA) board meeting to strengthen Yuma 50's relationship with the state's sister military advocacy groups. SADA is responsible for advocating on behalf of all the military installations in Arizona to ensure our voice is heard in Washington D.C.



On December 19th, Julie Engel participated in a Leadership Tour of Yuma Proving Ground graciously hosted by Colonel Poppeberger. It is absolutely amazing what takes place in Yuma's back yard. We are very fortunate to have the dedicated civilian and active duty folks working for our country. In January, GYEDC will be collaborating with YPG, Mayor Doug Nicholls and Senator McCains office to tour major defense contractors from around the state of YPG's assets. The intent of the tour is to attract more testing to occur at YPG from in-state aerospace and defense companies currently testing in other parts of the country.

## COMMUNITY ENGAGEMENT



GYEDC was present at the Agriculture Grows Yuma Tour and learned more about what is happening with the production of vegetables and grains. A presentation made by an economist of the University of Arizona, Kerna Bickel, shows that Yuma County is leading in the production of melons and also, 48.5% of the Arizona wheat was grown in Yuma County in 2012. GYEDC's primary strategy focus is on the attraction of food manufacturers. We believe Yuma County has a distinct advantage by having abundant raw produce and grains within our region.



GYEDC will continue engaging with business in the Yuma County through their Business Retention and Expansion Survey for 2018. This year we are visiting Finance, Education, Engineering, Workforce Development agencies in an effort to mitigate issues that deter future success of operating a business in Yuma County. If you would like to participate in this survey, please call our office at (928) 782-7774 to schedule a visit with one of the staff members.

## INVESTORS MAKING NEWS



Yuma Investment Group invites you to their upcoming event Thursday, Jan 25th, 2018 from 6:00 pm - 8:00 pm

LPL Research Outlook 2018: Return of the Business Cycle, highlights the opportunities and potential challenges that may lie ahead for market participants as we get back to the traditional drivers that we'd expect to push the economy and markets forward.

[Register Now](#)



Arizona Western College and the Mexican Consulate in Yuma collaborated to increase the educational level of Mexican students living in the United States through the IME-Becas program.

AWC and its foundation are seeking to improve the education for Mexican students by collaborating with the Mexican Consulate. While focusing on education for Yuma County, these organizations are improving the economic development of Yuma County and its citizens.

The total amount reached this year was \$14,000 which resulted in 14 awarded students.



Goodwill of Central and Northern Arizona shared preliminary results of an Audit from January-October of 2017. The audit will be completed by the end of January and it will reflect the total number people served and people placed.

In Yuma County, during Jan-Oct of 2017, these were the numbers:

- 8500 People Served
- 4510 People Placed

Congratulations to Goodwill in Yuma for their good work and efforts to serve the citizens of Yuma County!



APS will be sending crews to Puerto Rico to help repair power after Hurricane Maria hit the island in September 2016.

"APS did not hesitate to answer the call for help," Jacob Tetlow, APS's vice president of Transmission and Distribution Operations,

said in a release. "Our team is working to support the people of Puerto Rico because it is the right thing to do."  
APS will be sending a total of 50 crew members to the island.  
Thank you, APS for your humanitarian work!

## GREATER YUMA EVENT INVITES



### PLEASE JOIN

Greater Yuma EDC for our Quarterly Investor Luncheon

**4FrontED**  
**Growing the Economy as a Mega-Region**

Yuma Golf and Country Club  
3150 South Fortuna Avenue  
Yuma, AZ 85365  
January 31, 2018  
11:30 am - 1:00 pm

During the luncheon you will hear from the following outstanding speakers:

**Russ Jones, President/Owner**

R.L. Jones Customhouse Brokers, Inc.

Topic: The new dual inspection services at the San Luis Commercial Port of Entry

**Luis Ramirez, President**

Ramirez Advisors Inter-National, LLC (RAI-N)

Topic: North American Free Trade Agreement (NAFTA) Updates

**Xavier Rivas, Vice President of Business Development PIMSA**

Topic: Why PIMSA chose to do business in Yuma

Invitations will be sent out Monday, January 8, 2018



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

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