



**Business**

**Development  
Resource Guide  
2017**

**POB 57, Cottonwood AZ ≈ 928-300-1640  
vvreo.com ≈ administration@vvreo.com  
Facebook: Verde Valley Regional Economic Organization**

## **Economic and Business Development Resources**

### **Resource Organizations**

Verde Valley Regional Economic Organization (VVREO)

<http://www.vvreo.com/>

APS – Prospector

<http://arizona.zoomprospector.com/>

Arizona Commerce Authority

<http://www.azcommerce.com/>

Cottonwood Business Assistance Center (BAC)

<http://cottonwoodaz.gov/bac>

Cottonwood Economic Development Council (CEDC)

<http://cottonwoodaz.gov/396/Economic-Development>

Economic Development Authority (EDA)

<https://www.eda.gov/resources/economic-development-directory/states/az.htm>

Local First Arizona

<https://www.localfirstaz.com/>

NACET

<http://nacet.org/>

NACOG – Economic/Workforce Dev.

<https://nacog.org/departments/EWD/page/economicworkforce-development-home.html>

NACOG- Economic Development Council

<https://nacog.org/menus/economic-development-council-edc.html>

SCORE

<https://northernarizona.score.org/>

Small Business Authority (SBA)

<https://www.sba.gov/offices/district/az/phoenix>

Small Business Dev. Center – Yavapai College (SBCD)

<https://www.yc.edu/v5content/small-business-development-center/>

Sustainable Economic Development Initiative (SEDI)

<http://www.sedinaz.org/>

US Dept. of Agriculture – Rural Development (USDA)

<https://www.rd.usda.gov/az>

Veterans Business Opportunities Center

<http://www.cochise.edu/VBOC/>

Yavapai College Regional Economic Dev. Center

<https://www.yc.edu/v5content/regional-economic-development-center/default.htm>

### **Municipalities, Nations, Chambers of Commerce, Business Alliance Organizations**

Camp Verde Business Alliance

<https://www.campverdebusinessalliance.org>

Camp Verde Economic Development

<http://www.campverde.az.gov/government/economic-development-2-2/>

Clarkdale Downtown Business Alliance

<https://www.facebook.com/ClarkdaleBusinessAlliance/>

Clarkdale Economic Dev./ Experience Clarkdale

<https://www.experienceclarkdale.com/>

Cottonwood Chamber of Commerce

<http://www.cottonwoodchamberaz.org/>

Jerome Chamber of Commerce

<http://jeromechamber.com/>

Sedona Chamber of Commerce

<https://sedonachamber.com/>

City of Sedona Economic Development

<http://www.sedonaaz.gov/your-government/departments/economic-development>

Yavapai-Apache Nation Economic Development Authority

<http://news.yavapai-apache.org/category/economic-development-authority/>



## ***Starting, relocating or expanding a business in the Verde Valley?***

***VVREO provides entrepreneurs and businesses the tools and information they need for success! Fostering sustainable economic growth and prosperity in the Verde Valley communities since 2007.***

***VVREO is a regional collaborative resource building sustainable economic prosperity and access to resources for regional business creation, attraction, retention, and expansion.***

**VVREO** serves the diverse communities of the Verde Valley Region, which encompasses approximately 700 square miles and includes eight towns and cities, unincorporated communities and the Yavapai-Apache Nation.

**VVREO** was formed as a collaborative of economic development professionals representing the unique needs of their individual communities. Together these professionals and the work they do serve as vital economic resources for area businesses, entrepreneurs and professionals. **VVREO's** ongoing success is rooted in cooperative regional partnerships that represent all communities.

### **How can we help?**

If you are seeking to establish a business, expand an existing one, attract more customers, and retain the ones you have, there are abundant resources available to you through **VVREO**. For example, as a financial resource, **VVREO** is able to provide small business loans where conventional financing has not been able to be secured.

### ***VVREO strives for excellence in four primary areas***

- **Regional economic wealth development.** Sustainable economic development is an integral goal of local planning.
- **Stewardship.** Effective stewardship of natural open land and native wildlife is critical to maintaining the character, identity, and health of Verde Valley.
- **Sense of Place.** Public and private sector partnerships strengthen and preserve each community's culture, history, and vitality is essential.
- **Quality of Life.** Care during planning and development of community infrastructure needs ensures choices in housing, employment, education, recreation, healthcare, and other services in a safe and secure manner.

### **VVREO addresses the needs of our growing industries**

The greater Verde Valley is rich with new and emerging industries and opportunities for growth. It is experiencing an unprecedented agricultural renaissance and a burgeoning wine industry across the region. On any given day thousands of visitors flock to the area to hike, tour the outback in jeeps, mountain bikes or horseback, raft along the Verde River, or soar high above the red rocks in hot air balloons. Ecotourism and advanced health care are also vibrant expanding industries as is small manufacturing and an emerging small tech sector.

**VVREO** initiates projects that accelerate and expand the growth of these industry sectors and others, ultimately contributing to the overall welfare and quality of life experienced in the greater Verde Valley. The Board of Directors makes decisions and takes actions regarding the projects. Some of these include:

- The Verde Valley Broadband Cooperative
- The Verde Valley Agriculture Coalition
- Annual Speaker Series and Education Programs
- Capital Creation

Additional support Initiatives (non-decision making) include:

- Verde Valley Wine Consortium
- Highway 260 Projects
- Sedona-Verde Valley Tourism Council
- Yavapai County Sector Strategies
- Cultural Tourism
- Film Industry

### ***VVREO's efforts have resulted in many successes that bring value and benefit to the Verde Valley***

- \$200,000 USDA RBEG grant to establish a Revolving Loan Fund – 5 loans have already been provided to local businesses
- \$605,000 USDA RMAP loan and grant to provide \$50,000 loans to local small businesses that do not have access to traditional funding sources
- \$36,000 grant received to perform a Valley-wide broadband study in conjunction with the Highway 260 expansion; information was reported out to each community's governing body with study results presented to cities and towns
- Fiscal agent and strategic support for the founding of the Verde Valley Wine Consortium
- Fiscal agent and strategic support for the Verde Valley Agriculture Coalition
- Funding partner for the National Geographic Geo Tourism website, one of 22 such sites in the world
- Annual education and outreach programs that bring leaders to the Verde Valley and enhance our communities' understanding of economic development and provide resources that lead to job creation and
- Active participation in the work that resulted in ADOT funding for the 260 expansion

**Each of our individual communities experiences greater economic strength by our working together as a region. By bringing together our resources we improve and enliven the economic vitality and prosperity of the entire region.**

VVREO

P.O. Box 57

Cottonwood, AZ 86326

928-300-1640


[administration@vvreo.com](mailto:administration@vvreo.com)

website – [vvreo.com](http://vvreo.com)

Facebook – Verde Valley Regional Economic Organization

# Business Loans for the Verde Valley

Are you thinking of starting a new business in the Verde Valley, expanding an existing one or even relocating a business to this region? If so, you may qualify for a small business loan through the Verde Valley Regional Economic Organization's (VVREO) Revolving Loan Program.




*Predator Zip Lines at Out Of Africa Wildlife Park received \$150,000 to help complete the project.*



Loans provide alternative funding when conventional bank funding is not available. They are available to any business that meets loan requirements, many of which are listed on the reverse side. All applicants must complete an application which is available at [www.vvreo.com](http://www.vvreo.com).



*Vineyards Bed & Breakfast received \$45,000 for expansion and to purchase a passenger van.*



*Fire Mountain Wines received a \$50,000 loan to renovate its Cottonwood Tasting Room.*

## General Loan Information

- Minimum Loan Amount: \$25,000
- Term of the loan: typically three years
- Job retention and/or creation required
- Interest rate competitive based on loan term and market risk
- Can provide gap financing
- Available when conventional funding is not

## Loans may be used for a variety of purposes including:

- Working capital
- The purchase of furniture, fixtures, and supplies
- Inventory or equipment
- Business acquisition
- Renovation
- The purchase or lease of real estate that is already improved and will be used for the location of the business only.

**Contact VVREO to see if your business needs are eligible for financing.**



For more information:

[www.vvreo.com](http://www.vvreo.com)

928-300-1640

[administration@vvreo.com](mailto:administration@vvreo.com)

*Information is subject to change without notice. Translation of services is available upon request. VVREO cooperates with the Yavapai College SBDC, NACOG, Cottonwood BAC, SCORE, NAU, and local lending institutions when providing services. USDA is an equal opportunity provider, employer, and lender.*



## ABOUT THE ARIZONA COMMERCE AUTHORITY

The Arizona Commerce Authority (ACA) is the state's leading economic development organization with a streamlined mission to grow and strengthen Arizona's economy. The ACA uses a three-pronged approach to advance the overall economy: recruit, grow, create – *recruit* out-of-state companies to expand their operations in Arizona; work with existing companies to *grow* their business in Arizona and beyond; and partner with entrepreneurs and companies large and small to *create* new jobs and businesses in targeted industries.

The ACA is overseen by a [public-private sector board](#) composed of Arizona leaders in business and policy. The board is overseen by Arizona Governor Doug Ducey and co-chaired by Brian Mueller, President and CEO of Grand Canyon University. Joining them on the board is a group of prestigious private-sector business leaders, elected officials and university presidents.

The ACA's [executive management team](#) drives the organization's day-to-day operations, ensuring it maintains focus on the recruitment of quality companies and jobs to the state of Arizona. This team brings together the best and brightest in economic development, management and communications.

### AZ STEP PROGRAM

With funding from a grant from the U.S. Small Business Administration (SBA) and matching funds contributed by the Arizona Commerce Authority (ACA), the ACA runs Arizona's State Trade Expansion Program (STEP). AZSTEP assists Arizona small businesses to enter export markets for the first time or to expand into new markets. This will enable these businesses (which account for 98% of the businesses in Arizona) to increase their revenues via international sales and to thereby be even more significant engines for job creation and economic growth in Arizona.

AZ STEP offers a number of services and tools to Arizona small businesses as they go global for the first time with their sales or enter new international markets. Through various types of technical assistance/capacity building and levels of financial assistance, the continuum of services and tools offered under AZSTEP are as follows:

- Export readiness assessment of your small business
- Export education and counseling for your company so that you can be informed and equipped for success on the international stage (this will be done via education/training workshops, seminars and webinars)
- Assistance with market selection strategy for your company so that it explores and enters markets that are best suited for your product or service
- Assistance to your company with website localization, translation and search optimization for export markets
- Assistance to your company in identifying actual, potential buyers, agents, distributors, end users, and other strategic partners in international markets
- Opportunities for your company to participate in sector-specific trade missions/summits and trade shows/expos (both internationally and in the U.S.) that have been carefully selected, comprehensively prepared, and professionally lead by ACA staff to maximize opportunities for success

AZSTEP entails dynamic collaboration with many public and private sector partners within the State of Arizona and also at the national level. These include the U.S. SBA, U.S. Department of Commerce's Export Assistance Center (USEAC), Arizona Small Business Development Center (AZSBDC) Network, U.S. Export-Import Bank, Arizona Technology Council (AZTC), Arizona Hispanic Chamber of Commerce, Black Chamber of Commerce, Tucson Hispanic Chamber of Commerce, Minority Business Development Agency Business Center, Arizona State University, University of Arizona, Northern Arizona University, among many others.

As indicated, AZSTEP is partially funded by the U.S. Small Business Administration (SBA). SBA's funding is not an endorsement of any products, opinions or services. All SBA funded programs are extended to the public on a nondiscriminatory basis.

Companies wishing to participate in the Arizona STEP program should email [Kevin J. O'Shea](#).

## WELCOME TO THE ARIZONA INNOVATION CHALLENGE

Know How Arizona proves it's the best state in the country for innovation? A \$3 million reality check.

The Arizona Innovation Challenge (AIC), powered by the [Arizona Commerce Authority](#), awards the most money in the country for a technology commercialization challenge – \$3 million (\$1.5 million twice yearly) to the world's most promising technology ventures. Awards range from \$100,000 to \$250,000 per company.

The results? A big-time investment in the most talented entrepreneurs. Bringing to market products that are literally changing the way the world works. Driving wealth and job creation for the state of Arizona.

Are you up for the Challenge? The buzz is building. The world is watching. Your time is now.

## RURAL DESERTS

For decades, Rural Arizona has played a crucial role in the development of the entire state - from farming and mining in the south and central regions to the ranches and forestlands of the north.

The Arizona Commerce Authority serves as your one stop source when seeking a location outside of the urban centers within Arizona.

Our team can assist you with the site selection process, including identifying the best geographic regions and community partners to best fit your needs and corporate culture.

From the snow capped peaks of Northern Arizona to the strategically located Mexico border communities, Arizona offers endless options for site locations.

## AGRICULTURE

- Arizona's top five agricultural commodities by market value include vegetables (\$764+ million), dairy products (\$762+ million), cattle and calves (\$700+ million), greenhouse/nursery (\$315+ million) and cotton (\$224+ million). (2012 Ag Census)
- Arizona's food and agricultural exports exceeded \$1.4 billion in 2014; major categories include cotton, fresh produce and dairy products. (Trade.gov)
- Arizona's farm land encompasses 26.2 million acres. (U.S. Census)
- Of the 19,600 farms in Arizona, more than 16,000 are in the state's 13 rural counties, accounting for 85 percent of the state's agricultural base and 80 percent of the \$3.2+ billion market value of Arizona's agricultural output in 2007. (U.S. Census)
- Arizona ranks second in the U.S. in head lettuce, leaf lettuce, romaine lettuce, cauliflower and broccoli production. Yuma, Arizona is the winter lettuce capital of the world, supplying 90 percent of the country's winter green leafy vegetables. (University of Arizona)
- As a leading cotton grower, Arizona's cotton farms generate enough cotton to produce 100 million pairs of jeans— or enough for 30 percent of the U.S. population. (National Cotton Council)

## NATURAL RESOURCES

### Mining

- Arizona's copper mines produce 65 percent of all U.S. copper, and the state is the sixth-largest producer of copper in the world. (Arizona Mining Association)
- There are 27 major mines in Greater Arizona producing copper, gold, lime, uranium, coal and cement. Combined, these mines account for a \$4.87 billion impact on the Arizona economy and are responsible for 51,800 jobs direct and indirect jobs. Direct mining jobs paid an average annual wage of \$115,000, compared to \$51,000 for all Arizona workers. (Arizona Mining Association)

### Potash

- The Arizona Geological Survey estimates that there are between 682 million and 2.27 billion metric tons of potash in the Holbrook basin of east-central, Arizona; in total, the U.S. has a total of 6 billion tons of potash.
- Potash mining in northern Arizona has the potential to produce up to 2.5 billion tons of potash, a vital crop nutrient that supports the world's agricultural, food supply and mining markets. Potash also is used in a wide variety of industrial applications, including metal electroplating, producing oil well drilling fluid and aluminum recycling.

### **Forestry**

- With more than 2.4 million acres of pines in four national forests, northern Arizona is home to the largest contiguous ponderosa pine forest on the continent. (Northern Arizona University)
- As part of the U.S. Department of Agriculture's Four Forest Restoration Initiative, the potential for reintroducing industry into the forests is significant. Among the most promising forest-based economic development opportunities is the biomass sector, which uses the byproducts of forest management to produce bio-based products including lumber, composites, furniture, ethanol and energy feedstocks.

## **AEROSPACE AND DEFENSE**

- Arizona is a leader in the country's aerospace and defense industry, and communities in Greater Arizona are significant contributors to the state's A&D sector. Nearly six percent of the state's gross product can be attributed to A&D, the third highest concentration in the nation.
- More than 52,000 of the state's jobs are directly attributable to the A&D sector, totaling more than 150,000 when accounting for the multiplier effect of indirect and induced jobs generated by this sector.
- In 2014, Arizona's A&D exports were valued at \$3.23 billion, the 9th highest among all states. Additionally, the exports:
  - directly support 17,400+ export jobs
  - amount to 15.3 percent Arizona's total exports
- Greater Arizona is a significant contributor to Arizona's leadership in A&D. There are an estimated 1,600 direct A&D jobs in Greater Arizona, creating an additional impact of more than 6,000 direct, indirect and induced jobs.
- In 2013, transportation exports outside of Phoenix and Tucson totaled \$749 million and were 20 percent of the state's exports in this category.
- Yuma is currently home to the Marine Corps Air Station which will be the location for the Operational Testing and Evaluation Squadron for the F-35 Joint Strike Fighter, an initiative that has been 3 years in the making with over half a billion dollars invested

### **Military Assets**

- Arizona's military bases account for nearly 100,000 direct, indirect and induced jobs and output of \$9.1 billion.
- Key missions include munitions training, intelligence, unmanned aircraft systems, artillery testing, vehicle testing, air training, electronic warfare and others. Five military bases are located in Greater Arizona, representing a significant share of the total statewide economic impact of Arizona's military assets:
  - Greater Arizona's military installations include Fort Huachuca, Marine Corps Air Station—Yuma, Yuma Army Proving Grounds, Barry M. Goldwater Air Force Range and Camp Navajo Garrison Training Center.
  - Fort Huachuca accounts for \$2.4 billion in annual economic impact for the state of Arizona; Yuma Proving Ground accounts for \$425 million annual economic impact, and Marine Corps Station—Yuma accounts for a \$500 million annual economic impact.

### **Unmanned Aircraft Systems (UAS) Training/Testing Leader**

The Arizona Test Range Complex (AzTRC) for Unmanned Aircraft Systems draws upon the abundant and distinctive strengths of Arizona, combining multiple range locations in Greater Arizona into a comprehensive range complex. The AzTRC leverages the state's diverse geography, vast airspaces, 340 days of VFR flying weather, air traffic control experience of unmanned flying operations by the Departments of Defense and Homeland Security, expertise of the UAS Research Consortium, and the collaboration of academia, industry and government:

- The world's largest UAS training center, located at Fort Huachuca, has trained and certified nearly 12,000 members of the military in UAS operations over the last decade. The training center supports more than 20 programs of instruction, operates 24 hours a day, and flies more than 5,000 hours per year.
- Greater Arizona is home to a Embry-Riddle Aeronautical University - Prescott, America's top-ranked aerospace/aeronautical/astronautical college.



## ASTRONOMY AND ASTROPHYSICS

Greater Arizona is home to some of the world's leading observatories that contribute to national security, global navigation and scientific discoveries:

- The University of Arizona's Mount Graham International Observatory draws scientists from around the world to conduct advanced research in astronomy and astrophysics.
- The Vatican Advanced Technology Telescope is situated on Mount Graham, where Vatican scientists research planetary sciences, stellar astronomy, extragalactic astronomy and cosmology.
- The Heinrich Hertz Sub-millimeter Telescope Observatory, jointly owned by the University of Arizona and the Max Planck-Institut für Radioastronomie (Bonn, Germany) is sited at Mount Graham International Observatory. This sub-millimeter wavelength radio telescope is one of the world's most accurate radio telescopes. It explores sub-millimeter wavelength astronomy, considered by some to be the last wholly unexplored wavelength frontier.
- The Large Binocular Telescope, also at Mount Graham, is the world's most powerful telescope, one of the world's most advanced optical telescopes, and the world's largest single-optical telescope. The Large Binocular Telescope represents a major breakthrough in astronomy, providing images 10 times sharper than those from the Hubble Telescope. The Large Binocular Telescope's light-gathering power enables astronomers to observe extremely distant and faint objects such as ancient galaxies and quasars that will assist in unraveling the evolutionary history of the universe.
- Established in 1894, the Lowell Observatory is one of the oldest observatories in the nation. Scientists at Lowell discovered Pluto in 1930.
- The United States Naval Observatory Flagstaff Station (NFOS) is the national dark-sky observing station for the U.S. Department of Defense, providing optical and near-infrared astronomy. Located at the Lowell Observatory, the NFOS is also the official time keeper for the U.S. Department of the Navy. Its science provides protection oriented services for all branches of the U.S. Department of Defense.
- The Navy Prototype Optical Interferometer is located at Lowell Observatory's Mesa Anderson Station, providing space imagery and astrometry that allows for the safe positioning, navigation and orienting of the world's orbiting satellites.

## VINEYARDS & WINE

- There are three established wine grape-growing regions in Greater Arizona, with more than 80 bonded wineries and 1,000 acres of planted vines. (AZ Wine Association)
- There are nearly 40 licensed tasting rooms in Arizona that generate nearly 140,000 visits annually. (AZ Wine Association)
- At Yavapai College, plans are underway to create the Southwest's premier academic center to support the wine industry and prepare qualified professionals in viticulture and enology. Yavapai College offers formal coursework in viticulture and in 2013 added enology and began planting its 17-acre estate vineyard.
  - Additional plans call for a sustainable teaching winery, which will produce 3,000 cases annually. Housed in a repurposed structure, this teaching winery will establish a teaching model for sustainability in the wine industry.
  - Among the sustainable features: net zero for water usage; provision of sufficient natural light into the working areas to operate during daylight hours without the need for artificial lighting; and a planned photovoltaic array that could make the winery net zero for electricity.

## BIOSCIENCE AND LIFE SCIENCES

From leading edge research in genomics, biodefense and public health, to best-in-class health care, bioscience and life sciences are flourishing in Greater Arizona:

- TGen North, the Translational Genomics Research Consortium, is working on ground-breaking epidemiologic research related to pathogens important to medicine, public health and biodefense.
- Medical device manufacturing is 64 times more concentrated in Greater Arizona's Flagstaff community than anywhere else in the nation because of the long-time presence of leading firms in this sector, including W.L. Gore & Associates, the creator of GORE-TEX® and other innovative, life-saving products.

## RENEWABLE ENERGY

Arizona is a world leader in the renewable energy sector, and many solar and hydroelectric power installations are located throughout Greater Arizona. The U.S. Department of Energy's Renewable Energy Book ranks Arizona second among all U.S. states in photovoltaic energy generation:

- Total renewable electricity installed across the wind, photovoltaic, biomass and hydropower facilities in Arizona equated to 4,843 MW in 2013.
- In 2006, the Arizona Corporation Commission approved the Renewable Energy Standard and Tariff (REST). These rules require that regulated electric utilities must generate 15 percent of their energy from renewable resources by 2025.
- Utility-scale solar generating installations are located or being built in Mojave County (340MW CSP), Maricopa County (300MW PV), Kingman (200MW CSP) and Picture Rocks (100MW PV). (Solar Energy Industry Association, 2015)
- Wind-power installations in Greater Arizona include the Dry Lake Wind Farm, located in Navajo County. The existing Phase 1 and recently completed Phase 2 generate 128 MW of power from 61 wind turbines. This wind power facility represents Arizona's first turbine-powered, commercial-scale wind energy project. Additionally, a new wind-power installation—Red Horse Wind Farm—is under development in Cochise County, where 26 wind turbines will generate 50 MW of power.
- Nova Power LLC purchased a former biomass plant in northern Arizona; the new enterprise will convert forest-thinning byproduct into power, producing at least 24 megawatts of power for Arizona's utilities.
- The Willcox Greenhouse GeoThermal Well uses a 4,000-foot-deep well to tap geothermal water to heat its greenhouse operations.

When it comes to starting, growing or re-locating your business, the Arizona Commerce Authority stands ready to help you every step of the way. First, please take a moment to answer a few of our questions so that we may direct you to the best team. And look forward to hearing back from us quickly. We think Arizona is the best state in the country for business and we hope you'll join us.

If you prefer to speak with someone immediately, please call us at **(602) 845-1200** and we will direct you to the appropriate resource.

#### **GENERAL CONTACT**

- Arizona Commerce Authority  
118 North 7th Avenue Suite 400  
Phoenix, Arizona 85007
- Phone: 602-845-1200  
Fax: 602-845-1201



## Business Assistance Center offers FREE services to entrepreneurs and small business owners!

### Services for small businesses include:

- Business assessment and planning
- Business skills development
- Business related workshops
- Private, one-on-one business counseling
- Business plan development

### State-of-the-art tools include:

- Free Wi-Fi internet access
- Online communications software
- Computers
- Video conferencing capabilities
- 44" video monitor for presentations/conferencing
- Fax, copier, phones and printers



### Convenient downtown location:

- Located at 821 N Main Street, in Old Town Cottonwood
- Conference rooms available for presentations, meeting, interviewing, etc.
- Affordable office space available for rent



Contact BAC at (928)340-2740



Visit us on Facebook: [facebook.com/vvbac](https://www.facebook.com/vvbac)



## Camp Verde Economic Development

The Town of Camp Verde welcomes you and is committed to assisting businesses looking to locate or expand into the Verde Valley. Our Town offers the beauty of the Verde River, birding and recreation opportunities, and a temperate climate conducive to growing lush vineyards. In fact, the Verde Valley offers 13 wineries and tasting rooms. With a long history in agriculture, summer months offer a bountiful array of fresh fruits and vegetables at our local farmers market. Ranching, farming, light industry, trade and service companies, as well as Cliff Castle Hotel and Casino and town government, provide employment to the residents of Camp Verde.

With direct I-17 freeway access, no Town property or food sales tax, and no impact fees, Camp Verde is business friendly and eager to assist you with your needs. Having recently updated the Planning and Zoning Ordinance, many cumbersome or confusing processes have changed. We are a welcoming and responsive community; we are here to help and serve our businesses.

We are eager to provide additional information tailored to your company's specifications. Available properties can be searched at: [Prospector Property Database](#)

Please contact: Steve Ayers: [Steve.Ayers@campverde.az.gov](mailto:Steve.Ayers@campverde.az.gov), 928.554.0007

Check out this link for information on visitor destinations and lodging: [www.visitcampverde.com](http://www.visitcampverde.com)



## Camp Verde Business Alliance

### Our Purpose

At the CVBA, our purpose is to further the advancement of initiatives that create a sustainable economic base for the Town of Camp Verde, including those identified in the Focused Future II document adopted by the Town on January 20, 2016.

Please see the initiatives defined in the document, "Focused Future II", which can be found [here](#).

- To partner with citizens to create new businesses.
- To equip new businesses with knowledge for business success.
- To support the growth of and help retain existing businesses.
- To assist in fostering the success of any business that provides services or products to Camp Verde and the Verde Valley.

### Our Mission

The CVBA is an organization consisting of business people and concerned individuals who have joined together to help The Town of Camp Verde, as well as Verde Valley communities build sustainable economic prosperity.

We plan to accomplish this through a collaborative process that includes teaching, advising, and learning from one other. This group will serve the Town of Camp Verde and the Verde Valley with integrity, while creating value that will continue our work for decades to come.

### Contact Us

Also available by phone during business hours, at (928) 963-1085 or email: [j.scottcbvapres@gmail.com](mailto:j.scottcbvapres@gmail.com)



## Clarkdale Economic Development

Community & Economic Development

PO Box 308, 890 Main Street, Clarkdale, AZ 86324

Phone: (928) 639-2500 Fax: (928) 639-2519

Jodie Filardo, Community/Economic Development Director: [jodie.filardo@clarkdale.az.gov](mailto:jodie.filardo@clarkdale.az.gov)

### Clarkdale's Sustainable Community & Economic Development Plan

[http://www.clarkdale.az.gov/community\\_development\\_dept/Sustainable%20Comm%20-%20Economic%20Dev%20-%20Draft%20Plan%202013-07.pdf](http://www.clarkdale.az.gov/community_development_dept/Sustainable%20Comm%20-%20Economic%20Dev%20-%20Draft%20Plan%202013-07.pdf)

The purpose of Clarkdale's Sustainable Community and Economic Development Plan is to direct local decision-making, provide a road map for the community's economic future, and monitor Clarkdale's progress over time.

To achieve sustainability, Clarkdale must focus on the economic, social, and environmental dimensions of all actions. As defined by the Town's General Plan, sustainability ensures the needs of the current residents are met without compromising the ability of future generations to do the same. This definition requires balancing short- and long-term community needs by building on current assets. Through the Sustainable Clarkdale Initiative, the Town of Clarkdale has adopted community sustainability as a philosophy and framework for decision-making.

Even though this process and document focuses on Clarkdale and its economic development future, for the local and regional economy to grow, there must be new dollars coming into the area and enough businesses in the community so each dollar can be spent locally (circulating the dollars within the local economy). See the adjacent diagram highlighting basic and non-basic economic activity. Clarkdale's economic development effort works to achieve a balance of both types of activities.

### Experience Clarkdale

<https://www.experienceclarkdale.com/> and <https://www.experienceclarkdale.com/brochures.html>



### Clarkdale Downtown Business Alliance

**VISION** – The members of the Clarkdale Downtown Business Alliance (CDBA) envision a vibrant, inclusive business community in Clarkdale with opportunities for all.

**MISSION** – The CDBA provides event planning and execution, marketing on behalf of Clarkdale businesses, and collaboration with and support for local businesses both in Clarkdale and throughout the Verde Valley.

**GOALS** –

1. Conduct a series of annual safe and fun events throughout the year to draw both locals and visitors alike to Clarkdale.
  - a. Plan and execute three block parties on the last Friday in May, June and July 2017.
  - b. Plan and execute Clarktoberfest and Dogtoberfest in October 2017.
  - c. Plan and execute the Clarkdale Car Show & Chili Cook-off in March 2018.
2. Increase marketing efforts in partnership with local and regional businesses to strengthen the brand.
  - a. Encourage annual collaboration in the following print ads in the 2017-18 fiscal year:
    - i. Local First Arizona Small Wonders Map
    - ii. Cottonwood Chamber's Verde Valley Visitors' Guide
    - iii. Arizona Drive Guide
  - b. Participate financially in the 2017-18 Arizona Office of Tourism's Marketing Cooperative.
  - c. Participate in the Experience Clarkdale website both financially and through providing high-resolution photos suitable for use in various digital and print media.



# Cottonwood Economic Development Council

## About the Council

The Cottonwood Economic Development Council (CEDC) is a public - private partnership dedicated to fostering a cooperative approach to economic development. We coordinate with a number of other key organizations in the area to promote an environment in which business thrives.

The Council's economic development efforts focus on strengthening the existing business community and recruiting new firms that are consistent with our commitment to being a Community of Excellence.

Supported by a council led by the City of Cottonwood Economic Development Manager, the CEDC includes members from the City of Cottonwood, area businesses, developers, utilities, finance, and education.

## Mission

- The mission of the Cottonwood Economic Development Council is to enrich the diverse economic, social, and cultural environment for our community.
- The vision of the Cottonwood Economic Development Council is to provide a positive business climate, enhance the economic well-being, and the quality of life for our community.

## Duties

- Business and Education Liaison - We're your link to the community, Yavapai College and other entities.
- Site Location/Expansion Assistance - Look to us for help in finding just the right spot to locate your new facility and/or for assistance in expanding your presence in Cottonwood and the Verde Valley.
- Information Clearinghouse - Turn to us for one-stop shopping for information on business issues, incentives, education, available sites and buildings, and key statistics.
- Business Visitation Program - Building Bridges to Business - Locate and grow here, and we will engage with you to help strengthen the community's cooperative business environment, and to identify, report, and address issues that may prohibit economic growth.
- Key Issue Exploration - We look forward to providing you with a forum for the public or private discussion of key development issues.

## Members

Casey Rooney, President  
Mike Wise, Chairman  
Christian Oliva del Rio, Treasurer  
Doug Bartosh  
Jackie Bessler  
Janet Kelly  
Matt Meierbachtol  
Berrin Nejad

Andrea Harless  
Tom Pender  
James Perey  
Ruth Ellen Elinski  
Karen Pfeifer  
Karl Schloeman  
Juliana Brutsche  
Steve King

## Contact:

Casey Rooney, Economic Development Manager

[crooney@cottonwoodaz.gov](mailto:crooney@cottonwoodaz.gov)

Phone: 928-340-2741

821 N Main Street, Cottonwood, AZ 86326



## Cottonwood Chamber of Commerce

### About Us

The Cottonwood Chamber of Commerce is a member-focused organization and community partner that fosters a sustainable, healthy and vibrant economic environment through business promotion, advocacy, education and services.

We are dedicated to:

- Building a Strong Local Economy
- Providing Networking and Educational Opportunities
- Promoting our Community and Tourism Entities
- Representing the Interests of Business With Government

The Chamber is the champion, catalyst and coach for the Verde Valley's community development efforts. But more importantly, the strength of the Chamber lies in its members' investments of time, energy, talent and financial resources

**Take Part in a powerful partnership between small and large businesses**

**Build a resource network to support your business**

**Engage in governmental issues**

**Cultivate leadership and professional skills**

**Grow your professional network**

**Gain recognition for your achievements, service and initiative**

**Increase your visibility through involvement and event sponsorship**

### **Why Join The Chamber?**

1. Promotion in the Chamber's E-Newsletter. Reach new customers and widen your exposure by sponsoring an E-Newsletter or offering other members a discount coupon within these special newsletters. A high number of our recipients open and click through to this newsletter, providing you great publicity at little cost.
2. Save with group discount programs. Gain access to Auto Owners Insurance, Enterprise Car Rental, OfficeMax and AAA member discounts.
3. Widen your Internet exposure. Get listed in the Chamber's online members-only directory where your listing can be found by name or category. The Chamber also offers your business the opportunity to place "Job Postings", "Hot Deals/e-coupons" and your "Community Events" on our web site.
4. Stay in the know with the monthly mailed newsletter. Your business will receive the monthly "Cottonwood Business". The Chamber newsletter is mailed to approximately 500 business men, women and city officials. You may take advantage of placing news notes, inserts and other advertising in this publication.
5. Receive time sensitive updates and alerts by email. Keep up-to-date about community information and events as well as security alerts regarding potential threats to your business (i.e. a counterfeiter or scam alerts).
6. Relocation packages. Relocation packages are mailed throughout the United States to people interested in relocating to our community. This contains contact information that can lead them directly to your product or service.
7. Brochure display in Chamber office. Display brochures and pamphlets free of charge in the Chamber Visitor Center.
8. Gain new customers or save money. Gain access to participate in a member-to-member discount program offered only to Chamber members.
9. Membership address labels. Your business has access, for a small fee, to a current mailing list of Chamber members
10. Network to meet future customers. Attend and/or host Business Mixers. This is an event, held on the fourth Thursday of each month, is your best opportunity to network with other business leaders in the community. You may also showcase your business as a host of this event. Breakfast meetings, held on the same day, include guest speakers and are another great ways to make new contacts.

11. Gain new customers from the Chamber referral service. We ALWAYS refer Chamber members FIRST to the thousands of people each year who request information from the Chamber.
12. Launch your business or remodel with a ribbon cutting or grand opening. The Chamber Ambassador Committee will help promote your grand opening event to local business people and local media, if you desire. The Ambassadors will bring gold scissors and ribbon to this event or they are available to borrow.
13. Associate your business with Chamber events. Showcase your business or products in the community by sponsoring Chamber events. Sponsorship opportunities include the Business Expo and Home Show, Birding and Nature Festival, Chamber Mixers, Seminars, Annual Awards Banquet, Golf Outing and Verde River Days.
14. Exposure in the printed members-only directory. Your business will be listed in the annually printed Chamber member business directory. With a distribution of 14,000, this member-only directory is distributed to the Verde Independent circulation, and at the Chamber office. The directory includes an alphabetical and categorical listing of all members.

Cottonwood Chamber of Commerce  
849 Cove Parkway, Suite B & C Cottonwood, AZ 86326  
928. 634.7593  
[info@cottonwoodchamberaz.org](mailto:info@cottonwoodchamberaz.org)





## MISSION

**To lead the federal economic development agenda by promoting innovation and competitiveness, preparing American regions for growth and success in the worldwide economy.**

The U.S. Economic Development Administration's investment policy is designed to establish a foundation for sustainable job growth and the building of durable regional economies throughout the United States. This foundation builds upon two key economic drivers - innovation and regional collaboration. Innovation is key to global competitiveness, new and better jobs, a resilient economy, and the attainment of national economic goals. Regional collaboration is essential for economic recovery because regions are the centers of competition in the new global economy and those that work together to leverage resources and use their strengths to overcome weaknesses will fare better than those that do not. EDA encourages its partners around the country to develop initiatives that advance new ideas and creative approaches to address rapidly evolving economic conditions.

## EDA'S ROLE

As the only federal government agency focused exclusively on economic development, the U.S. Department of Commerce's Economic Development Administration (EDA) plays a critical role in fostering regional economic development efforts in communities across the nation. Through strategic investments that foster job creation and attract private investment, EDA supports development in economically distressed areas of the United States.

Guided by the basic principle that communities must be empowered to develop and implement their own economic development and revitalization strategies, EDA works directly with local economic development officials to make grant investments that are well-defined, timely, and linked to a long-term, sustainable economic development strategy.

EDA's flexible programs and structure enable nimble operations and allow for innovation and responsiveness to changing economic needs and conditions faced by its local and state government partners. Grants made under these programs are designed to leverage existing regional assets to support the implementation of economic development strategies that advance new ideas and creative approaches to advance economic prosperity in distressed communities.

EDA's economic footprint is wide and its tool box is extensive—including technical assistance, post-disaster recovery assistance, trade adjustment support, strategic planning and research and evaluation capacity, thereby allowing the agency to offer the most effective investment to help communities succeed in the global economy.

## EDA PROGRAMS

### Public Works

Empowers distressed communities to revitalize, expand, and upgrade their physical infrastructure to attract new industry, encourage business expansion, diversify local economies, and generate or retain long-term, private sector jobs and investment.

### Economic Adjustment

Assists state and local interests in designing and implementing strategies to adjust or bring about change to an economy. The program focuses on areas that have experienced or are under threat of serious structural damage to the underlying economic base. Under Economic Adjustment, EDA administers its Revolving Loan Fund (RLF) Program, which supplies small businesses and entrepreneurs with the gap financing needed to start or expand their business.

### Planning

Supports local organizations (Economic Development Districts, Indian Tribes, and other eligible areas) with long-term planning efforts. The Comprehensive Economic Development Strategy (CEDS) Content Guidelines, provides suggestions, tools, and resources for

developing comprehensive economic development strategies.

### **Regional Innovation Strategies**

Spurs innovation capacity-building activities by creating and expanding cluster-focused proof-of-concept and commercialization programs and early-stage seed capital funds through the i6 Challenge and the Seed Fund Support (SFS) Grant competition, respectively.

### **Trade Adjustment Assistance for Firms**

A national network of 11 Trade Adjustment Assistance Centers to help strengthen the competitiveness of American companies that have lost domestic sales and employment because of increased imports of similar goods and services.

### **University Centers**

A partnership of the federal government and academia that makes the varied and vast resources of universities available to the economic development community.

### **Research and National Technical Assistance**

Supports research of leading edge, world class economic development practices and information dissemination efforts.

### **Local Technical Assistance**

Helps fill the knowledge and information gaps that may prevent leaders in the public and nonprofit sectors in distressed areas from making optimal decisions on local economic development issues.

### **Economic Development Integration**

EDA possesses broad and deep experience in successfully coordinating resources across multiple programs and special initiatives. Based upon this experience and EDA's historic track record of successful collaboration with a range of stakeholders (both federal and non-federal), the Office of Management and Budget (OMB) has designated EDA to lead the federal government's efforts to maximize the integration of economic development resources from all sources, including federal, state, local and philanthropic, to achieve more impactful and sustainable outcomes for communities across America.

[ABOUT](#)[FUNDING OPPORTUNITIES](#)[PROGRAMS](#)[SUCCESS STORIES](#)[TOOLS](#)[NEWSROOM](#)[CONTACT](#)

# FUNDING OPPORTUNITIES



## IN THIS SECTION:

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## USEFUL LINKS:

[Resources for Grantees](#)

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## FUNDING OPPORTUNITIES

### Disclaimer

EDA will never ask for you to disclose personal information or to submit a processing fee

### FY 2017 ECONOMIC DEVELOPMENT ASSISTANCE PROGRAMS APPLICATION SUBMISSION AND PROGRAM REQUIREMENTS FOR EDA'S PUBLIC WORKS AND ECONOMIC ADJUSTMENT ASSISTANCE PROGRAMS

**Please note the update to this opportunity and the new Grants.Gov link: effective June 19, 2017**

The Economic Development Administration's (EDA's) mission is to lead the Federal economic development agenda by promoting innovation and competitiveness, preparing American regions for economic growth and success in the worldwide economy. EDA fulfills this mission through strategic investments and partnerships that create the regional economic ecosystems required to foster globally competitive regions throughout the United States. EDA supports development in economically distressed areas of the United States by fostering job creation and attracting private investment. Specifically, under the Economic Development Assistance programs (EDAP) Notice of Funding Availability (NOFA), EDA will make construction, non-construction, and revolving loan fund investments under the Public Works and Economic Adjustment Assistance (EAA) Programs. Through this NOFA, EDA will also designate a portion of its EAA funding to support communities and regions that have been negatively impacted by changes in the coal economy (Assistance to Coal Communities, or ACC 2017). Grants made under these programs will leverage regional assets to support the implementation of regional economic development strategies designed to create jobs, leverage private capital, encourage economic development, and strengthen America's ability to compete in the global marketplace. Through the EDAP NOFA, EDA solicits applications from rural and urban communities to develop initiatives that advance new ideas and creative approaches to address rapidly evolving economic conditions.

Please access this opportunity, "EDAP-2017", on Grants.gov that supersedes the previously published "EDAP2017" opportunity.

**Current Closing Date for Applications:** *There are no submission deadlines under this opportunity. Proposals and applications will be accepted on an ongoing basis until the publication of a new EDAP NOFA.*

### FDI AND TRADE: INTERNATIONAL ENGAGEMENT READY COMMUNITIES

The U.S. Department of Commerce has announced the availability of funding for the FY 2017 [International Engagement Ready Communities Competition](#). This \$600,000 program seeks to help drive foreign direct investment (FDI) in U.S. communities with diverse economic development needs by enhancing their FDI attraction and export promotion efforts. Through this program, the U.S. Economic Development Administration (EDA), SelectUSA, and the Trade Promotion

Coordinating Committee (TPCC) will support empirical research on successful international engagement strategies and develop best practice reports and a competitiveness assessment tool. These elements will be incorporated into a user-friendly economic development organization (EDO) toolkit and training guide to help local communities assess and increase their ability to become globally competitive while enhancing their trade and FDI promotion activities. Eligibility is open to organizations engaged in economic or infrastructure development opportunities, including state and local governments, Tribal organizations, institutions of higher learning, and other related public or private organizations or associations.

Grant applications are due by June 12. For more information about how to apply, visit: <https://www.grants.gov/web/grants/view-opportunity.html?oppld=293705>, or contact: [RNTA@eda.gov](mailto:RNTA@eda.gov).

**Current Closing Date for Applications:** June 12, 2017

## REGIONAL INNOVATION STRATEGIES PROGRAM COMPETITION

- [2017 RIS Program Notice of Funding Availability \(NOFA\)](#)
- [2017 RIS Program Grants.gov Listing](#)

[2017 RIS FAQs \(PDF\)](#)

EDA's Office of Innovation and Entrepreneurship (OIE) leads the Regional Innovation Strategies (RIS) Program. Under the RIS Program, the centerpiece of the Regional Innovation Program authorized under Section 27 of Stevenson-Wydler (15 U.S.C. § 3722), EDA currently awards grants that build regional capacity to translate innovations into jobs (1) through proof-of-concept and commercialization assistance to innovators and entrepreneurs and (2) through operational support for organizations that provide essential early-stage risk capital to innovators and entrepreneurs. The RIS Program consists of two separate competitions: the i6 Challenge and Seed Fund Support (SFS) Grants competition. The i6 Challenge is a leading national initiative designed to support the creation of centers for innovation and entrepreneurship that increase the rate at which innovations, ideas, intellectual property, and research are translated into products, services, viable companies, and, ultimately, jobs. Through the SFS Grants competition, EDA provides funding for technical assistance to support the creation, launch, or expansion of equity-based, cluster-focused seed funds that invest regionally-managed risk capital in regionally-based startups with a potential for high growth.

**Current Closing Date for Applications:** The 2017 RIS Program's application period closed on June 23, 2017. EDA expects to announce awardees later this year.

## FY 2017 EDA UNIVERSITY CENTER ECONOMIC DEVELOPMENT PROGRAM COMPETITION

- [FY 2017 EDA University Center Economic Development Program Competition \(Seattle Region\)](#)
- [FY 2017 EDA University Center Economic Development Program Competition \(Atlanta Region\)](#)

This FFO announces the availability of funding for EDA's FY 2017 University Center Economic Development Program Competition. This program funds technical assistance provided by an accredited institution of higher education that is focused on advancing regional commercialization efforts, entrepreneurship, innovation, business expansion in a region's innovation cluster(s), and a high-skilled regional workforce. EDA solicits competitive applications from accredited institutions of higher education and from consortia of accredited institutions of higher education that are located in and have programs targeting only geographic areas served by EDA's Atlanta and Seattle Regional Offices.

**Current Closing Date for Applications:** March 20, 2017

## FY 2016 – FY 2019 EDA PLANNING PROGRAM AND LOCAL TECHNICAL ASSISTANCE PROGRAM

Through its Planning and Local Technical Assistance programs, EDA assists eligible recipients in developing economic development plans and studies designed to build capacity and guide the economic prosperity and resiliency of an area or region. The Planning program helps support organizations, including District Organizations, Indian Tribes, and other eligible recipients, with Short Term and State Planning investments designed to guide the eventual creation and retention of high-quality jobs, particularly for the unemployed and underemployed in the Nation's most

economically distressed regions. As part of this program, EDA supports Partnership Planning investments to facilitate the development, implementation, revision, or replacement of Comprehensive Economic Development Strategies (CEDS), which articulate and prioritize the strategic economic goals of recipients' respective regions. The Local Technical Assistance program strengthens the capacity of local or State organizations, institutions of higher education, and other eligible recipients to undertake and promote effective economic development programs through projects such as feasibility studies and impact analyses.

Please see the Federal Funding Opportunity for full information on how to apply. Please note that applicants must apply to their respective EDA regional office. The chart below is provided as a reference for the Competition ID and Competition Title information needed to complete the application process.

Also note that any applicants who are in the process of developing an application under the previous FFO will need to apply under the new FFO and use the associated new forms.

| Competition ID | Competition Title  |
|----------------|--|
| 2568959        | Seattle Regional Office: AK, AZ, CA, HI, ID, NV, OR, WA, AS, MP, GU, FM, MH, PW              |
| 2568955        | Philadelphia Regional Office: CT, DE, DC, ME, MD, MA, NH, NJ, NY, PA, RI, VT, VA, WV, PR, VI |
| 2568609        | Atlanta Regional Office: AL, FL, GA, KY, MS, NC, SC, TN                                      |
| 2568675        | Austin Regional Office: AR, LA, NM, OK, TX   |
| 2568945        | Chicago Regional Office: IL, IN, MI, MN, OH, WI  |
| 2568951        | Denver Regional Office: CO, IA, KS, MO, MT, ND, NE, SD, UT, WY                               |

***Current Closing Date for Applications:*** Applications are accepted on a continuing basis and processed as received. This Planning and Local Technical Assistance opportunity will remain in effect until superseded by a future announcement.

### ENVIRONMENTAL TEMPLATES (DOCX)

*(Required documents for submitting an application for construction assistance to EDA)*

# Jerome Chamber of Commerce



It is our goal to provide you with as much information as possible so you can plan your trip to our town. Jerome is open year round and offers visitors a wide variety of activities in which to indulge.

Whether it is a long weekend get-away at a local bed and breakfast/hotel, or just a day trip to check out the shops and galleries, come and get a bite to eat at one of our many fine restaurants, while you enjoy the view. Jerome offers something for everyone!

## History of Jerome

Jerome was built on Cleopatra Hill above a vast deposit of copper. Prehistoric Native Americans were the first miners, seeking colored stones. The Spanish followed, seeking gold but finding copper.

Anglos staked the first claims in the area in 1876, and United Verde mining operations began in 1883, followed by the Little Daisy claim. Jerome grew rapidly from tent city to prosperous company town as it followed the swing of the mine's fortunes.

## Jerome Chamber of Commerce

310 Hull Ave.

Jerome, AZ 86331

928-634-2900

Hours: Unattended Tues & Wed

11am - 3pm all other days

*Mailing Address:*

P. O. Box K

Jerome, AZ 86331



## THINK LOCAL. BUY LOCAL. BE LOCAL.

Local First Arizona is a nonprofit organization that celebrates independent, locally owned businesses. We support, promote and advocate for a strong local business community and raise public awareness of the economic and cultural benefits provided by strong local economies. Local businesses contribute to a sustainable economy for Arizona and build vibrant communities we're all proud to call home.

### Our Vision

Together with our Foundation, Local First Arizona is working to build a diversified Arizona economy that is sustainable, resilient and celebratory of diverse cultures.

### Local First Arizona's Mission

Local First Arizona promotes, supports and celebrates a vibrant and sustainable Arizona economy by educating citizens about local business ownership, social equity, cultural diversity, environmental kinship, and collaboration. Local First Arizona's business coalition represents nearly 3,000 locally owned businesses of all industries and sizes across the state. Local First Arizona also boasts about 1,000 individual members of the Localist program.

### Local First Arizona Foundation's Mission

Local First Arizona Foundation is a statewide organization focused on community and economic development in order to build self-sufficient, healthy, and prosperous communities. The Foundation is the 501c3 nonprofit sister organization to Local First Arizona focusing on healthy local foods, the Fuerza Local Accelerator Program, and rural economic development. Together, we are creating a movement that has proven results across a wide variety of measurables including youth retention, job creation and economic growth.

## SHOWCASING WHAT MAKES OUR COMMUNITIES GREAT.

The Local First Arizona Small Wonders maps feature independently owned shopping and dining destinations and have found their way into the hands of tourists, students and local residents longing for unique experiences to share. These pocket sized maps are your guides to find locally owned restaurants, retail shops and unique experiences in select cities in Arizona. Click on the links to view each map.

## HOW OUR SMALL WONDERS MAPS HAVE BEEN USED:

- Realtors use our maps to welcome home buyers to new neighborhoods.
- Apartment complexes display maps to help residents find local businesses near them.
- Brides and grooms have used them to give out-of-town guests an idea of what to do during their wedding down time.
- Hotels and inns use the maps to guide guests to local attractions.
- Events and conferences have used the maps to inform attendees on nearby places to visit while in town.
- And much more!

### PHOENIX HEADQUARTERS

Contact [info@localfirstaz.com](mailto:info@localfirstaz.com) or (602) 956-0909 ext. 1.  
Address: 407 E Roosevelt Street, Phoenix, AZ 85004

### NORTHERN AZ OFFICE

Our Northern AZ headquarters are based in the Verde Valley and cover the Quad Cities, Rim Country, Flagstaff, and beyond. Contact Northern Arizona Director Ruth Ellen Elinski at [ruthellen@localfirstaz.com](mailto:ruthellen@localfirstaz.com) or (602) 956-0909 ext. 4.



# NACET Creates Environments Where Businesses Thrive

Let's face it ... An entrepreneur's journey can be a difficult one. It is full of risk, challenges and plenty of unknowns. For those that stay focused and persevere, the reward is like no other. And that is why we do what we do.

You see at NACET, we are entrepreneurs. We've traveled the path, and we've reaped the rewards. Now we are giving back by helping other entrepreneurs find their way.

## It's An Exciting Time for NACET

NACET has been a fixture in the Flagstaff startup community for over a decade. We've worked with startup founders to create hundreds of jobs and put tens of millions of dollars into the local community.

It's this success that has led us to expand our reach by providing programs and services in Chandler and Maricopa, in addition to continuing the great work we are doing in Flagstaff.

***We are a community designed for entrepreneurs.***

NACET is ready to provide the tools and connections your startup needs for success through one of its three incubators:

- Startup Flagstaff in Flagstaff, Arizona
- Innovations Incubator in Chandler, Arizona
- Maricopa Center for Entrepreneurship in Maricopa, Arizona

These incubators are joined by a newly opened accelerator in Flagstaff.

Our state-of-the-art facilities, virtual and live programs, funding access and community events give you what you need to plan, build, launch and grow your startup.

## What We Do

We form strategic partnerships with a network of experts that benefit startups. These professionals give their time and experience through coaching, mentoring and introductions to influencers. Our network is active, dynamic, growing and waiting for you.

## Our Programs

We designed our [programs](#) with entrepreneurs in mind. Led by subject-matter experts, founders receive the tools and resources they need to grow their business. They're original and interactive.

Learn more about our current programs:

- Startup
- Runway
- Self-Directed
- The Library



## Our Values

*We are innovators at heart.*

We surround ourselves with big thinkers who see possibility and envision a community that embraces collaboration, risk-taking and venturing into uncharted territories. We believe a culture of support and sharing will drive the economic growth in the communities where we live.

## Curiosity

We believe innovation happens in the minds of the curious. Curiosity keeps us engaged with the world around us, allowing us to ponder possibilities and discover new solutions.

## Community

We believe communities thrive when local businesses succeed. Strong businesses create jobs, employ residents, and keep money in the local economy. It's an honor to work with entrepreneurs that are innovative and committed to giving back to their communities.

## Growth

It might seem obvious for a business incubator to value growth. But we also value the growth of the founders running those businesses. We believe business success happens when our minds are open, we take action, and we evolve into better versions of ourselves.

## Grit

Our work with startups has proven that grit is a far better indicator of success than intelligence. Grit takes resilience to the next level. In fact, grit is resilience in the face of failure. And failure is an unfortunate reality on the entrepreneurial journey. We admire entrepreneurs who can face failure, learn the lessons, and keep forging ahead.

*And most importantly we value ...*

## The Entrepreneurial Spirit

*We value dreamers: the people who believe they can make our world a better place.*

They seek solutions rather than making complaints, they look at obstacles as mere bumps in the road and believe they have the power to create magic. Our community benefits from the passion, ambition and innovative thought an entrepreneur brings to the table. It makes each of us better. Want a seat at the table?

*For Flagstaff Business Accelerator information and Flagstaff Startup contact:*

Trish Rensink, Director of Programs and Operations

Phone: (928) 213-9234 | Email: [trensink@nacet.org](mailto:trensink@nacet.org)



(/index.html)

## Economic/Workforce Development Home

### Navigation

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- Comprehensive Economic Development Strategy (CEDS) ( /departments/EWD/page/comprehensive-economic-development-strategy-ceds.html)
- Yavapai County Workforce Development Plan ( /departments/EWD/page/yavapai-county-workforce-development-plan\_1.html)
- Links ( /departments/EWD/page/links\_2.html)

### Workforce Investment:

NACOG is the operating entity for Workforce Innovation and Opportunity Act (WIOA) services in Yavapai County through the Arizona @ Work. You can access employment/training services from a single location at the Arizona @ Work One-Stop Centers in Prescott and Cottonwood. Some services are listed below. For additional information, click on "links" on the left side of the screen.



- Individualized case management/career planning to provide job development and job placement. Eligibility criteria/process required.
- Fully equipped resource room for job search activities (telephone for making appointments, computers/typewriters for completing resumes and employment applications, access to local, state and county job banks, etc.).
- Assessment testing - vocational aptitude and ability testing to assist in career decision making and for training/employment matches.
- Job search and self-sufficiency workshops to produce skills and job search and job retention.
- Job Readiness training customizing your application and resume to fit the job, applications, cover letters and resumes, referrals/follow up, and how to be successful after you get the job.
- Applicable support services (work clothing, child care, transportation needs, medical/dental/vision needs, etc.).
- Taxi Voucher Program is offered on a limited basis for residents of Prescott Valley.
- Business Assistance Center (BAC) is open and ready to assist your home-based or small business with a variety of free services. We've got your BAC!
- Also available are: referral services, and Economic Development Programs.

For additional information, call (928) 778-1422 in the Prescott area or (928) 649-6867 in the Cottonwood area.

### How to Apply:

All those interested in learning more about the programs are asked to attend an orientation. At the orientation you will receive information about program services and an application, with instructions for completion.

Orientation information is also available as a software program. Orientations are not held on holidays.

**In Prescott:**

Orientations are held each Monday at 10:00 AM sharp. Individual orientations are available on an "as needed" basis. Orientation information is also available as a software program. You do not need an appointment for the orientation, but we suggest that you arrive at least 30 minutes early.

**In Prescott Valley:**

Orientations are held every fourth Tuesday at 10AM at Stepping Stones, located at 6719 E. Second Street. It is necessary to make an appointment for an orientation by calling (928) 778-1422. Orientation will be cancelled if no participants are signed-up to attend.

**In Cottonwood:**

Orientations are held every Monday at 8:30 AM sharp. Call (928) 649-6867 for a required orientation appointment.

**Economic Development:**

NACOG also provides employers and communities access to economic development funding within the region. NACOG supports programs to assist economically distressed areas, planning regions, cities and counties to undertake significant economic development planning, policy making and implementation efforts.

For further information on Economic and Workforce Development programs, please contact:

NACOG-EWD

221 N. Marina Street, Prescott, AZ 86301

PO Box 2451

Prescott, AZ 86302

(928) 778-1422

[nacog@nacog.org](mailto:nacog@nacog.org) (mailto:nacog@nacog.org)

Arizona @ Work is on Facebook (<https://www.facebook.com/YavapaiWorkforceConnection?fref=ts>)



## ARIZONA DISTRICT OFFICE

The Arizona District Office plays a significant role in the economic development of Arizona with a substantial impact to the state's economy. According to the latest Census, Phoenix is the sixth largest city in the country and Arizona, with its 114,000 square miles, is the sixth largest state. Arizona has one of the fastest growing economies in the nation with over 400,000 businesses and employing more than half the state's workforce. 99 percent of all businesses in Arizona are considered small businesses.

### Mission Statement

The principal mission of the Arizona District Office is to maintain and strengthen Arizona's economy by aiding, counseling, assisting and protecting the interests of Arizona small business, and to maintain and strengthen the overall economy of our nation. Our vision for the SBA resolves around three guiding principles: customer-driven outreach, goal-orientated management and the adaptation of personal achievement measures that tie our contributions to the achievement of Agency and District Goals.

We are determined to reach out to small businesses in an unprecedented ways, never seen in the history of the Arizona District Office. We shall listen to the needs of small business, report those needs back to Headquarters, enhance our management structure, our organization structure and our business practices to improve the delivery of SBA programs. Through these changes, the Arizona District Office will create a more entrepreneurial, customer-driven and technically efficient SBA.

For program and service information about the Arizona District Office, call (602) 745-7200. Additional staff member names and phone numbers are listed elsewhere on the Arizona District Office homepage. The SBA staff directory is located on our main web page under the section titled "Resources in Your Area". It is on page 4 of the Arizona Resource Guide. To contact us by email use [Arizona@sba.gov](mailto:Arizona@sba.gov) (link sends e-mail). Replies are generally provided within 24-hours.

### Services Available at Arizona District Office

Over the years, the SBA has developed many small business loan and assistance programs, special outreach efforts and initiatives to aid and inform small businesses. The following describes briefly all the services and information available through this office:

- Free counseling, advice and information on starting or growing a business through the Service Corps of Retired Executives (SCORE), Phoenix Chapter #105. Call (602) 745-7200 to get the phone numbers of the local chapters to make a counseling appointment.
- Financial assistance for new or existing businesses through guaranteed loans made by area bank and non-bank lenders. You can sit down with an SBA program specialist and get information about SBA loans or participating lenders. Call (602) 745-7200 to make an appointment for a free on-on-one counseling session.
- Free consulting services through the network of Small Business Development Centers. SBDCs also conduct training events throughout the district - some require a nominal registration fee.
- Procurement and government contracting assistance to businesses owned and controlled by socially and economically disadvantaged individuals through the Minority Enterprise Development Program (8a) Business Development).
- The Arizona District has a Women's Business Ownership Representative on site that can advise women business owners of programs and services that are targeted towards women entrepreneurs. For more information call the Women's Business Ownership Representative [Anna Rivera](#) (link sends e-mail) at (602) 745-7207.
- Special loan programs are available for businesses involved in international trade, pollution control, exporting, and contracting.
- If you're a veteran, you may want to consider a guaranteed loan. Our Veterans Affairs Officer is available to assist you in finding the right bank willing to help Veterans. Please contact [James Pipper](#) (link sends e-mail) at 602.745.7230 for questions related to the Veteran program.

#### Arizona District Office

2828 North Central Ave Suite 800, Phoenix, AZ

Phone: 602-745-7200 Fax: 602-745-7210

Hours of Operation: Monday through Friday from 8:00 AM to 4:30 PM

District Director: Robert J. Blaney



*Yavapai*  
COLLEGE

The Yavapai College Small Business Development Center provides premier counseling and educational services to entrepreneurs throughout Yavapai County. With locations across the county, mobile counseling services and a wide variety of expertise, the SBDC serves all business start-up, retention, and expansion needs.

### Services:

- ▶ Free one-on-one, confidential counseling
- ▶ Funding resources and access to capital
- ▶ Resource Library

### Small Business Workshops:

- Lean Business Start-up and Business Plan Writing
- Understanding Your Finances
- Loan Packaging
- Internet & Social Media Marketing
- Exporting and Product Development

### Locations:

#### Prescott Campus

1100 E. Sheldon St, Prescott, AZ 86301

#### Verde Valley Campus

601 Black Hills Dr, Clarkdale, AZ 86324

By appointment in Camp Verde, Cottonwood, Prescott Valley and Sedona





Menu



# Northern Arizona

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Prescott, Prescott Valley, Chino Valley, Cottonwood, Sedona, Flagstaff, Lake Havasu, Kingman

[FIND A MENTOR](#)[TAKE A WORKSHOP](#)[BROWSE THE LIBRARY](#)[Home](#) / [About Northern Arizona SCORE](#)

## About Northern Arizona SCORE

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**Our Chapter has more than 40 experienced business professionals** who provide guidance to those desiring to start up a new small business or to assist existing small businesses in improving their profitability. **To read a recent Prescott Daily Courier article, [Click Here](#) or view them on our [Blog page](#).**

Our Prescott office is located at the intersection of Black Drive and Willow Creek Road in the small business park: 1228 Willow Creek Road, Suite 2, Prescott, AZ, 86301 (adjacent to the local IRS office), open Monday through Friday from 10 AM to 12 Noon (except holidays). We have additional face-to-face counseling locations in Flagstaff, Sedona, Cottonwood, Lake Havasu, Bullhead City and Kingman. You can contact our office several ways. Call 928-778-7438, FAX 928-778-4129, email [scoreoffice@scorenaz.org](mailto:scoreoffice@scorenaz.org), or request counseling using the [Mentoring] tab of this web site.

The **SCORE**  
FOUNDATION

Northern Arizona SCORE's  
Impact on the Local Community

# 2012

**60** New Businesses  
Started

**70%**

Percentage of SCORE Clients  
in Business

**80**

Number of SCORE Clients  
that Grew Their Business

**\$1,957,815**

Total Revenue Growth

### Strengthening America's Economy

SCORE earns the federal government money as a direct and effective catalyst for business and job creation.

Small businesses need money and mentoring to be successful. No organization is more effective at mentoring than SCORE.



SCORE Helps  
**Underserved Groups**

Of SCORE's 2012 clients,

**53%** were women

**32%** were minorities

**13%** were veterans

Who We Are:

**11,000** volunteers

**334** chapters in 50 states

SCORE is a nonprofit association dedicated to educating entrepreneurs and helping small businesses start, grow, and succeed nationwide. SCORE is a resource partner with the U.S. Small Business Administration (SBA), and has been mentoring small business owners for more than forty years.

Founded in 1964, SCORE is headquartered in Herndon, VA and has 364 chapters throughout the United States and its territories, with over 13,000 volunteers nationwide.

IN PARTNERSHIP WITH

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[View more sponsors](#)

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CONTACT US

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## Thanks for visiting Northern Arizona SCORE

We value your feedback

1228 WILLOW CREEK RD. SUITE 2

PRESCOTT, AZ, 86301

PHONE: (928) 778-7438

FAX: (928) 778-4129

EMAIL: [scoreoffice@scorenaz.org](mailto:scoreoffice@scorenaz.org)

Need more information? Visit our [Contact Us Page](#)



Sign up for SCORE's Newsletter

GO





## Business Services

SEDI Business Resource Center

The SEDI Business Resource Center offers business development support in northern Arizona. The Center is responsible for managing SEDI's [Dollars for Dreams](#) super micro-lending program, business activity centers that foster and support small and entrepreneurial businesses, and continuing and enhancing the Green Drinks program.

Business resources SEDI provides can be found at:

**IdeAZ Map**, a roadmap for finding local business service providers in northern Arizona. The site provides an online business directory with local business resources. [Website here](#)

**Green Biz Network** which showcases local businesses' sustainable business practices. We feature businesses from around northern Arizona, serving local, national, and international markets. [Website here](#)

## Dollars4Dreams Micro-Lending

The American dream has long been an integral part of our national character; building yourself up from the dirt, pulling yourself up by the bootstraps and making something out of nothing. However, in recent times, it isn't so grand – or as easy as it used to be. The thought of climbing the socioeconomic ladder is daunting to many. SEDI is leading a charge to change this with a number of its programs, but specifically through Dollars for Dreams. This program allows for small businesses to get the loans they need to succeed, as 45% of small businesses fail because they don't receive the financing necessary to their business.

With loan amounts up to \$5,000 and terms of up to 2 years, Dollars for Dreams assists small business owners with expanding their businesses, starting up a new product line, or providing initial capital to entrepreneurs. And, there's no collateral or credit history needed! All that is required is an application and a thoughtful business plan concerning how these funds will be used, and SEDI can provide supporting consultation, coaching and mentoring.

SEDI's Dollars for Dreams micro loans have funded a new eco-friendly janitorial product line at Quality Connections, Inc., a Flagstaff non-profit focused on training the disabled and helped Flagstaff Sports Exchange expand its electric bicycle business.

Dollars for Dreams and SEDI are about more than just economic advancement, but also support a clean environment and a fair workplace for all. It's not just the American dream, but its progression and improvement in society. Do you want to take a hold of your future? Apply today at <http://www.nazfunds.org/contact>

## Contact

Eric Marcus, Executive Director, SEDI  
616 N. Beaver St., Flagstaff, Arizona 86001  
928-856-7000  
<http://sedinaz.org>



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## Sedona Economic Development

### A great place to grow or start a business

Entrepreneurs and small business owners looking to start, relocate or expand an existing business in Sedona are encouraged to have a conversation with Economic Development Director Molly Spangler.

#### We offer:

- support and guidance on the steps necessary to start a business in Sedona
- links to knowledge and other resources to help establish or grow your business
- information about the Revolving Loan Program offered through our partnership with the Verde Valley Regional Economic Organization
- seminars where you can learn more about business planning, financial structuring, small business loans, marketing, and training.

Molly Spangler  
Dir., Economic Development  
[mspangler@sedonaaz.gov](mailto:mspangler@sedonaaz.gov)  
(928) 203-5117



# Sedona Chamber of Commerce and Tourism Bureau

## Vision, Mission and Values

The Sedona Chamber of Commerce & Tourism Bureau was awarded accreditation from the Destination Marketing Accreditation Program (DMAP) in 2014. The designation recognizes the Sedona Chamber for its excellence in providing destination marketing services. The Sedona Chamber is one of only 198 DMOs worldwide to achieve this rigorous accreditation.

### **Chamber Vision:**

Sedona, with its legendary red rock beauty, is a world class, year-round destination providing inspiring arts and culture, exhilarating outdoor adventure and personal enrichment in a friendly environment.

### **Chamber Mission:**

To enhance the economic vitality of Sedona and to attract visitors by promoting Sedona as the world's most desirable destination for residents, businesses and travelers.

### **2015 Statewide Legislative Agenda for Arizona Business**

The Sedona Chamber of Commerce Board of Directors has adopted the Arizona Chamber Executives Association's 2014 Statewide Legislative Agenda for Arizona Business. President/CEO Jennifer Wesselhoff and others from the ACEA meet with state legislators regularly.

### **Chamber Affiliations:**

There is a misconception that all local chambers are automatically associated with U.S. Chamber of Commerce. This is not the case. Like every partnership-based organization, you must join and pay dues to be part of, or to be affiliated with, the organization. The Sedona Chamber of Commerce & Tourism Bureau is not a member of the U.S. Chamber of Commerce. The U.S. Chamber is a separate organization made up of national and international businesses and corporations, not a collection of small chambers of commerce. None of our membership dues go to the U.S. Chamber of Commerce.

The Sedona Chamber is a member of the Arizona Chamber Executives and Western Association of Chamber Executives as a way to access peers, libraries of best practices and other professional training and resources.

The Sedona Chamber of Commerce & Tourism Bureau supports local business by providing business exposure, networking, advocacy, marketing opportunities and educational resources. We do not have a PAC, we do not endorse candidates, and we do not give money to any political causes.

### **Visitor Information Center**

331 Forest Road, Sedona, AZ 86336

Call **(800) 288-7336** or **(928) 282-7722** Fax (928) 282-3916 [info@sedonachamber.com](mailto:info@sedonachamber.com)

This is the best first stop for any visitor to Sedona. Our well-informed and trained staff and volunteers serve almost 300,000 visitors annually with helpful, up-to-date and free information about Sedona. Open daily 8:30 a.m. – 5:00 p.m.

### **Sedona Chamber of Commerce & Tourism Bureau Administrative Office**

45 Sunset Drive; Sedona, AZ 86336

Call **(928) 204-1123** Fax (928) 204-1064 [officemanager@sedonachamber.com](mailto:officemanager@sedonachamber.com)

The Chamber team serves almost 1,000 partners with professional programs including business advice, educational and skill-building events and networking opportunities. Open weekdays 8:00 a.m. – 5:00 p.m.

### **Sedona Chamber of Commerce & Tourism Bureau Staff – (928) 204-1123**

Jennifer Wesselhoff, President/CEO ext: 111 [jwess@sedonachamber.com](mailto:jwess@sedonachamber.com)



## All Programs

**Business | Community Facilities | Multi Family Housing | Single Family Housing | Telecommunications | Electric | Water & Environmental**

### Rural Business-Cooperatives Service

- Business & Industry Loan Guarantees
- Intermediary Relending Program
- Rural Business Development Grants
- Rural Business Investment Program
- Rural Economic Development Loan & Grant Program
- Rural Microentrepreneur Assistance Program
- Socially-Disadvantaged Groups Grants
- Value Added Producer Grants
- Delta Health Care Services Grants
- Rural Cooperative Development Grants
- Advanced Biofuel Payment Program
- Repowering Assistance Program
- Biorefinery, Renewable Chemical, and Biobased Product Manufacturing Assistance Program
- Rural Energy for America Program (REAP) Energy Audits & Renewable Energy Development Grants
- Rural Energy for America Program (REAP) Renewable Energy & Energy Efficiency Loans & Grants
- Strategic Economic and Community Development

### Rural Housing Service - Community Facilities

- Community Facilities Direct Loans & Grants
- Community Facilities Loan Guarantees
- Community Facilities Relending Program
- Community Facilities Technical Assistance and Training Grant
- Economic Impact Initiative Grants
- Rural Community Development Initiative Grants
- Tribal College Initiative Grants

### Rural Housing Service - Multi-Family Housing

- Farm Labor Direct Loans & Grants
- Housing Preservation & Revitalization Demonstration Loans & Grants
- Housing Preservation Grants
- Multi-Family Housing Direct Loans
- Multi-Family Housing Loan Guarantees
- Multi-Family Housing Rental Assistance
- Rural Housing Site Loans

### Rural Housing Service - Single-Family Housing

- Mutual Self-Help Housing Technical Assistance Grants
- Single Family Housing Direct Home Loans
- Single Family Housing Home Loan Guarantees
- Single Family Housing Repair Loans & Grants

### Rural Utilities Service - Electric Programs

- Denali Commission High Energy Cost Grants

- Distributed Generation Energy Project Financing
- Electric Infrastructure Loan & Loan Guarantee Program (FFB)
- Energy Efficiency & Conservation Loans
- High Energy Cost Grants
- Rural Energy Savings Program
- State Bulk Fuel Revolving Loan Fund
- Energy Resource Conservation

### **Rural Utilities Service - Telecommunications Programs**

- Community Connect Grants
- Distance Learning & Telemedicine Grants
- Farm Bill Broadband Loans & Loan Guarantees
- Telecommunications Infrastructure Loans & Guarantees

### **Rural Utilities Service - Water & Environmental Programs**

- Circuit Rider Program
- Emergency Community Water Assistance Grants
- Grants for Rural and Native Alaskan Villages
- Household Water Well System Grants
- Individual Water & Wastewater Grants
- SEARCH - Special Evaluation Assistance for Rural Communities and Households
- Solid Waste Management Grants
- Water & Waste Disposal Grants to Alleviate Health Risks on Tribal Lands and Colonias
- Water & Waste Disposal Loans & Grants
- Water & Waste Disposal Loan Guarantees
- Water & Waste Disposal Predevelopment Planning Grants
- Water & Waste Disposal Revolving Loan Funds
- Water & Waste Disposal Technical Assistance & Training Grants



## Arizona Contacts

**230 North First Avenue, Suite 206  
Phoenix, AZ 85003-1706**

**MAIN LINE:..... 602-280-8701**  
**FAX:..... 855-699-8035**  
**TOLL-FREE:..... 800-292-8295**  
**TDD:..... 602-280-8705**

**OFFICE OF THE STATE DIRECTOR..... (602-280-8701; FAX: 855-699-8035)**

Ernie Wetherbee, Acting State Director

Nancy Conway, Secretary/PIC/MCO/Civil Rights Coordinator (8706)

Dianna Jennings, Special Projects Coordinator (8740)

Sharon Castellon, Civil Rights Coordinator (8722)

Don Irby, RD Coordinator (928-759-9301)

**ADMINISTRATIVE PROGRAMS STAFF..... (602-280-8707; FAX: 855-699-8035)**

La Roy Cadiz, Administrative Programs Director (8707)

**CONTRACTING SECTION..... (602-280-8713; FAX: 855-699-8035)**

James Sowden, Contract Program Manager (8713)

Craig Allen, Purchasing Agent (8710)

**RURAL HOUSING STAFF..... (602-280-8755; FAX: 855-699-8035)**

Ernie Wetherbee, Housing Program Director

Katie Yager, SFH Specialist (8741)

Christie Brooks, SFH Specialist (8719)

**Multi-Family Housing Staff..... (602-280-8765; FAX: 855-699-8035)**

Justin Hilary, MFH Coordinator (8768)

Jenny Gjovik, MFH Specialist (8769)

Carol Quintana, MFH Specialist (8766)

Jamie Shaver, MFH Technician (8716)

Terry Brown, MFH Specialist..... (928-532-2270, -2272 x103; FAX: 855-801-5593)

Nora Valenzuela, MFH Specialist..... (520-648-1769 x102; FAX: 855-699-8047)

**BUSINESS & COOPERATIVE PROGRAMS..... (602-280-8715; FAX: 855-699-8035)**

Gary Mack, Business & Cooperatives Programs Director (8717)

Clint Kaasa, B&CP Specialist (8757)

Jennifer Burton, B&CP Specialist (8738)

Gregg Humphries, B&CP Specialist (8767)

**COMMUNITY PROGRAMS..... (602-280-8745; FAX: 855-699-8035)**

Jeff Hays, Community Programs Director (928-759-9301 x103)

Jeff Hooper, CP Specialist ..... (520-254-8100- Willcox, AZ; FAX: 855-801-5593)

Loretta Orona, CP Specialist..... (928-532-2270 x104 - Show Low, AZ; FAX: 855-699-8047)

Leisa Curtis, CP Specialist.....(928-248-3495 - Yuma, AZ; FAX: 877-450-5762)

Mike Luecker, Civil Engineer (8762)

Debra Stewart, CP Specialist (8746)

Vanessa Garcia, CP Specialist (8756)

Robert Lanford, CP Specialist (8748)

Chad Cole, Architect (8759)

**AREA I****PRESCOTT VALLEY AREA OFFICE** (Counties: Coconino, Gila, & Yavapai)

8841 E. Florentine, Suite A, Prescott Valley, AZ 86314  
Telephone: 928-759-9301, ext. 4 FAX: 855-699-8036  
Donna Hastings, Area Director (105)  
Michael Dean, Area Technician (101)

**SHOW LOW** (Sub-Area Office) (Counties: Apache, Gila, & Navajo)

1801 West Deuce of Clubs, Suite 120, Show Low, AZ 85901  
Telephone: 928-532-2270, -2272 FAX: 855-699-8047  
Bryant Herrera, SFH Specialist  
Amber Garcia, Area Technician (100)

**FLAGSTAFF** (Satellite Office) (Counties: Apache, Navajo, & Coconino)

1585 South Plaza Way, Suite 120, Flagstaff, AZ 86001  
Telephone: 928-774-2401 Ext. 4 FAX: 855-848-4350  
Freddie Hatathalie, Area Specialist

**ST. MICHAELS** (Satellite Office) (Counties: Apache, AZ; McKinley & San Juan, NM; & San Juan, UT)

St. Michaels Professional Plaza, Hwy. 264, P.O. Box 859, St. Michaels, AZ 86511  
Telephone: 928-871-5038 Ext. 3 FAX: 855-801-5592  
Shirley Yazzie, Area Specialist (100)  
Carol Nelson, Area Specialist (111)

**AREA II****PHOENIX AREA OFFICE** (Counties: Maricopa, Yavapai, Pinal)

230 N. First Avenue, Suite 206, Phoenix, AZ 85003-1706  
Telephone: 602-285-6370 FAX: 855-450-5762  
Roger Carbajal, Area Specialist (602-285-6371)  
Joyce Dunker, Area Technician (602-285-6372)

**YUMA** (Sub-Area Office) (Counties: LaPaz, Yuma)

2197 S. 4th Avenue, Suite 104, Yuma, AZ 85364  
Telephone: 928-782-0860, Ext. 4 FAX: 855-450-5762  
Godfrey Hinds, Area Director (928-248-3486)  
Zeila Zambrano, Area Specialist (928-248-3492)  
Maria Urias, Area Specialist (928-248-3493)  
Francis Gastelo, Area Technician (928-248-3498)  
Cecilia Chavez, Area Technician (928-248-3494)  
Jerry Cordova, Area Technician (928-248-3499)

**AREA III****WILLCOX AREA OFFICE** (Cochise, Graham, Greenlee)

658 North Bisbee Avenue, Willcox, AZ 85643  
Telephone: 520-384-3529, -3520, Ext. 4 FAX: 855-801-5593  
Sergio Garcia, Area Specialist (520-254-8102)  
Janet Vanderpool, Area Specialist (520-254-8112)

**GREEN VALLEY** (Sub-Area Office)

(County: Santa Cruz, Pima)  
1131 S. La Canada, Suite 203, Green Valley, AZ 85614  
Telephone: 520-648-1769 FAX: 866-698-6278  
Susan Reising, Area Director (112)  
Gaby Pacheco, Area Specialist (100)  
Gerri Robinson, Area Specialist (114)  
Sonia Romero, Area Technician (113)  
Yanira Rodriguez-Crawford, Area Technician (103)



## Office of Veterans Business Development | Resources

The **Veterans Business Outreach Center (VBOC)** Program is designed to provide entrepreneurial development services such as business training, counseling and resource partner referrals to transitioning service members, veterans, National Guard & Reserve members and military spouses interested in starting or growing a small business. The SBA has 20 organizations participating in this cooperative agreement and serving as Veterans Business Outreach Centers (VBOC).

## Services Provided by the Centers

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### Pre-Business Plan Workshops

VBOCs conduct entrepreneurial development workshops dealing specifically with the major issues of self-employment. An important segment of these workshops entails the usage of the Internet as a tool for developing and expanding businesses. Each client is afforded the opportunity to work directly with a business counselor.

### Concept Assessments

VBOCs assist clients in assessing their entrepreneurial needs and requirements.

### Business Plan Preparations

VBOCs assist clients in developing and maintaining a five-year [business plan](#). The business plan includes such elements as the legal form of the business, equipment requirements and cost, organizational structure, a strategic plan, market analysis, and a financial plan. Financial plans include financial projections, budget projections, and funding requirements.

### Comprehensive Feasibility Analysis

VBOCs provide assistance in identifying and analyzing the strengths and weaknesses of the business plan to increase the probability of success. The results of the analysis are utilized to revise the strategic planning portion of the business plan.

### Entrepreneurial Training and Counseling

VBOCs, working with other SBA resource partners, target entrepreneurial training projects and counseling sessions tailored specifically to address the needs and concerns of the service-disabled veteran entrepreneur.

### Mentorship

VBOCs conduct, as appropriate, on-site visits with clients to ensure adherence to their business plans. Additionally, VBOCs review monthly financial statements to determine whether a revision of the business plan is warranted or that desired results are being attained.

### Other Business Developmental Related Services

VBOCs also provide assistance and training in such areas as [international trade](#), franchising, Internet marketing, accounting, and more.



**Small Business Administration Region IX  
The Arizona Veterans Business Outreach Center**

The Arizona Veterans Business Outreach Center (VBOC) is hosted by and collocated with Cochise College at the Downtown Center in Sierra Vista, Arizona. Established in August of 2016, this is the only VBOC in Arizona.

The VBOC mission is to conduct outreach to any and all veterans throughout the state that have a desire to start, sustain or expand a business. The VBOC, along with a variety of Resource Partners and the U.S Small Business Administration, is the source for business counseling, mentoring, training, tools and resources designed to assist transitioning service members, veterans and military spouses in attaining their business goals.

We work closely with the Small Business Development Centers (SBDC) located at many community colleges throughout the United States. Additionally, we coordinate with VBOCs throughout the United States to support veterans that are relocating.

The VBOC conducts Boots to Business entrepreneurial seminars through the Transition Assistance Programs (TAP) at military installations throughout the state. Additionally, Boots to Business, Reboot seminars are conducted to accommodate individuals that may not have access to military installations.

The Boots to Business seminars are scheduled by the TAP counselors several times per year for each installation. The Reboot seminars are provided on as needed basis and coordinated with a variety of resource partners to ensure the widest possible audience.

The services we provide are confidential and free.

**Veterans Business Outreach Center Director**

Edward Molina

**Administrative Assistant** | Lydia DeYoung

Downtown Center | Room H101

(520) 335-2924 | [deyoungl@cochise.edu](mailto:deyoungl@cochise.edu)



### **Your One-Stop for Business and Economic Development Needs**

*The Yavapai College Regional Economic Development Center provides analysis and services that facilitate economic development throughout Yavapai County and build wealth in our local communities.*

### **Regional Economic and Policy Analysis**

Economic policy analysis and regional policy development services to analyze the impact of policy decisions on local and regional economies and public resources. The center also provides demographic and industry analysis to municipal, regional, and county economic development professionals.

### **Economic Impact and Contribution Analysis**

Examining the impact an activity has on wages, jobs creation, and regional sales or output provides a solid foundation from which decisions can be made which best serve community goals and build wealth across the region. The REDC specializes in providing this analysis for private firms and government agencies.

### **Customized Training for Regional Employers**

The center offers customized training that provides contextual analysis of employer labor needs and design of local credentials to provide job-driven educational services.

### **Native American Economic Development**

The REDC provides services to assist in Tribal economic development and capacity building.

### **Entrepreneurial Education & Resources**

The Rural Center for Entrepreneurship is a business incubator providing specialty services in intellectual property rights, commercialization, and contracting products. The incubator is located at the YC Career & Technical Education Center and is open to student and community entrepreneurs.

### **Contact REDC**

Katherine Anderson

[katherine.anderson@yc.edu](mailto:katherine.anderson@yc.edu)

Prescott Campus Building 29

Mon-Fri: 8:00am - 5:00pm

Tel: (928) 776-2008

Fax: (928) 717-7232

### **Contact Career Coaches**

Linda Brannock

Phone: (928) 776-2170

[linda.brannock@yc.edu](mailto:linda.brannock@yc.edu)

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# RESOURCES



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## NATIONAL ECONOMIC DEVELOPMENT ORGANIZATIONS

### [Association of University Research Parks](#)

AURP is a membership organization the mission of which is to: promote university research parks, technology incubators, and associated programs; facilitate the development, transfer, and commercialization of technology among its members, universities, industry, and government; enhance university teaching, research and service; strengthen industrial competitiveness; and achieve technology-based economic development within a restructuring global economy.

### [International Economic Development Council \(IEDC\)](#)

IEDC is the result of the 2001 merger of the American Economic Development Council, the largest and oldest economic development society, and the Council for Urban Economic Development, a multi-service membership organization and strong advocate of economic development since 1967. The IEDC continues the strong legacies of the former organizations by providing a variety of services, including advocacy, training and education, information and technical assistance, and networking.

### [National Association of Counties](#)

NACo was created in 1935 to provide a strong voice for county officials in the nation's capital. More than six decades later, NACo continues to ensure that the nation's 3066 counties are heard and understood in the White House and the halls of Congress. NACo's membership totals more than 1,800 counties, representing more than 75 percent of the nation's population.

### [National Association of Development Organizations \(NADO\)](#)

The National Association of Development Organizations (NADO) provides advocacy, education, research and training for the nation's regional development organizations. Building on nearly four decades of experience, the association offers its members exclusive access to a variety of services and benefits -- all of which are designed to enhance the ability of regional development organizations to foster "regional solutions" to local government, business and community needs.

### [Association of Defense Communities](#)

The Association of Defense Communities (ADC) is the nation's premier membership organization serving America's defense communities. ADC represents 200 communities, states and regions with a significant military presence, and partner organizations.

### [University Economic Development Association \(UEDA\)](#)

UEDA is dedicated to serving the nation's institutions of higher education and their economic development affiliates. UEDA focuses on policy, practice, and partnerships that enhance the relationship between higher education and economic development.

### [National Association of Regional Councils](#)

NARC is a membership organization serving the interests of regional councils and local government organizations. NARC studies recommends solutions to problems facing regions and

strives to help their local government members plan for a healthy and prosperous regional community.

#### [National Business Incubation Association](#)

NBIA is a major organization for the promotion of business incubation and entrepreneurship. It provides information, education, advocacy and networking resources to bring excellence to the process of companies in the early stages of development.

#### [National Congress for Community Economic Development](#)

NCCED promotes, supports, and advocates for community-based organizations. NCCED staff provide access to a full range of services and benefits to help established community development corporations (CDC) and emerging groups achieve economic viability.

#### [National League of Cities](#)

The mission of NLC is to strengthen and promote cities as centers of opportunity, leadership, and governance. NLC was established in 1924 by and for reform-minded state municipal leagues. NLC now represents 49 leagues, more than 1,500 member cities, and through the membership of the state municipal leagues, NLC represents more than 18,000 cities and towns of all sizes in total.

#### [National Rural Economic Developers Association](#)

NREDA is a member organization dedicated to the advancement of rural economic development through providing education and networking opportunities. Any person employed by an organization defined as a local or regional not-for-profit economic development organization, cooperative rural utility, associations, or government agency, educational institutions, and economic development related vendors such as consultants, development companies, real estate services, financial institutions, law firms, accounting firms and site consultants, construction companies, real estate development, and retired employees of said organizations.

#### [State Science and Technology Institute](#)

SSTI is a national nonprofit organization that leads, supports and strengthens efforts to improve state and regional economies through science, technology and innovation. SSTI offers the services that are needed to help build tech-based economies. Since its inception in 1996, SSTI has developed a nationwide network of practitioners and policymakers dedicated to improving the economy through science and technology.

#### [U.S. Conference of Mayors](#)

USCM is the official nonpartisan organization of cities with populations of 30,000 or more. There are about 1,100 such cities in the country today. Each city is represented in the Conference by its chief elected official, the mayor.

## OTHER ECONOMIC DEVELOPMENT RELATED ORGANIZATIONS

- [American Entrepreneurs for Economic Growth](#)
- [American Planning Association](#)
- [Association of Public Data Users](#)
- [California Association for Local Economic Development](#)
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