



June 2018

Vol. 5, No. 6

The facts on Greenlee development

By David Gomez
District 1 Supervisor

Everyone knows that when I decided to run for office, my platform and primary goal was to achieve Economic Development

success in Greenlee County.

My fellow Supervisors and I agree and act upon economic development activities and opportunities often. Always for the benefit of the residents of our great

county.

It is troubling at times to have critics that spread false rumors about our efforts pertaining to Economic Development. Those false rumors are mostly due to lack of knowledge.

At times it is easier to make

Please turn to page 2

This may look like a piece of vacant ground, but it shows the beginning of pad building for new homes at the Greenlee Golf Club, the latest home development in the county.



Make it happen!

By Ákos Kovach

Too often we hear complaints, but rarely does the complainer offer a solution. If you are sincere about “making things better,” then please offer a solution that is both sustainable and has a funding mechanism.

Also — be willing to champion the cause, your idea or the suggestion for improvement. Who better than you? Have a team ready to pitch in? The let’s make it happen!

Is this too blunt? Well then you may not wish to continue reading, because this article is about the reality of great ideas. The reality

of any great idea requires taking responsibility to see that the idea is brought forward and brought into active use.

Next there must be willingness to make a decision, to make the

choice to take action and finally — be prepared that your idea may end in failure. This is life.

This is also the cutting edge that often separates

Please turn to page 3



DEVELOPMENT

The facts . . .

continued from page 1

things up than to get the facts.

Builders and developers are very interested in Greenlee County and that is a fact. This has not been an easy path and there is still a lot of work to be done.

As the saying goes “Rome was not built overnight.” The Economic Development Coordinator, along with the Board of Supervisors, will continue to work under this umbrella knowing that it will take many months to fully unfold.

Also, yes, there are current plans by two different groups to

Greenlee is all in!

The USDA has set aside funding for not only single and multi-family rural housing but also rural business loans!

Updated Eligibility Map for Single and Multi-Family Housing Programs

The U.S. Department of Agriculture – Rural Development (USDA-RD) has announced updates to eligibility areas for Single Family Housing and Multi-Family Housing Programs.

The new maps highlighting ineligible areas will go into effective on June 4 and be available on the USDA Property and Eligibility site.

The former map will be archived under the “Previously Ineligibility Areas” tab. Certain circumstances may apply to applications submitted during transition to the new maps. Visit the USDA rural site.

build homes in the Loma Linda area.

One of those two builders will also be building in the Duncan area.

Your Board of Supervisors work together on such interests

and to say otherwise is false.

In conclusion, if you have any questions, doubts or concerns, please voice them to your District Supervisor or any one of us. We serve our Districts and the entire County.

Why don't we have more homes?

By Ákos Kovach

If you really want to know the answers to these two questions, keep reading. The facts are these:

Builders and developers are risk takers, but they always do their best to minimize their exposure to loss. When you have cities such as Dallas, Fort Worth, San Antonio and Austin that are growing jobs by the hundreds of

thousands and thus the demand for housing is also increasing in a proven marketplace – where would you invest?

Add to the list above states like Florida, Nebraska and Idaho where incentives are widely used (as in Texas) and the choices for a low risk project that will return a nice profit are narrowed to

Please turn to page 3



Innovation Awards coming up

The deadline is approaching rapidly for applications for the 2018 NADO Innovation Awards, sponsored by the National Association of Development Organizations.

You may recall that Greenlee County won an Innovation Award last year for healthcare, The Highway to Greenlee County.

You'll have to stay tuned to the Clarion to see what the county's

Economic Development office will be looking at in 2018.

Each year, NADO recognizes member organizations that demonstrate innovative approaches to regional economic and community development through our Innovation Awards program.

Over 1,500 NADO member projects have been recognized since 1986 for creative efforts in regional economic development.

Homes . . .

continued from page 2

these locations. Bigger investors, builders and developers are also eying neighbors like Toronto so why build in Greenlee County?

Some see advantages

Fortunately there are visionaries among the ranks of investors, developers and builders.

They can see the diamond in the rough and wish to take advantage of low property taxes, non-existent impact fees, low utility rates and a welcoming business environment.

But at the same time they must adapt to the rules of profit maximization and the cost of money.

What are the rules of profit maximization?

You start with a ledger that identifies all costs. You add a timeline and all anticipated profits spread out over a short term as well as a longer term of profit return.

A simplified version looks like this:

- Costs
 - Land acquisition
 - Property preparation, surveys, environmental impact studies, transportation studies
 - Impact Fees
 - Utility hook-up costs
 - Size of potential buyer market
 - Employee costs
 - Insurance
 - Equipment staging
 - Cost of sales
 - Timeline to occupancy
 - Cost of money
- (The chart at the bottom of the page is more depictive.)

Options?

So what are our options? What can we do? Plan, prepare and participate. Make good plans that are realistic and attainable.

Prepare documents, zoning and anything else necessary to visually showcase the Greenlee Opportunity.

And finally, participate – we must be willing to take some risk, to participate as much as the law allows in public private partnerships.

Make it happen . . .

continued from page 1

success from failure. This is where you reach the pinnacle, this is where you are the first to ‘see the sunrise’. In this case ‘sunrise’ means affecting a positive change, well beyond naysayers, well distant from a lack of will that includes some risk taking.

By all means – follow the rules. Avoid cutting corners. If you need legal advice seek it out. Know your facts on the front end, do your homework, make certain the necessary research is fully complete and then move ahead with gusto.

Working together

What happens when an immoveable object meets an irresistible force? To answer that question we can do the math, ascertain the amount of energy, calculate the mass, etc. but in the real world we most often are talking about organization versus chaos. But the good news is separate groups can work together. This is the beauty of ‘finding common ground’. Where do we agree? Great, now let’s build on that. Let’s make it happen.

In the end what really matters? A. Who is right? B. Who can we blame? Or C. Did we do our best for the majority? While there will always be those pick A or B, as long as we find that common ground, set our goals together and strive to do our collective best – nothing or nobody can stop us. Make it happen.

Questions or comments? Please contact economic-development@co.greenlee.az.us

DEVELOPMENT

Unproven market, some proven demand, small but growing population						
Costs	Profit					
	0-3 months	3-6 months	6-9 months	9-12 months	12-24 months	24 months>
Land acquisition	0	0	15% return	50% return	75% return	profitability begins
Surveys	0	0				
Environmental	0	0				
Transportation	0	0				
Impact fees	0	0				
Utility hookups	0	0				
Employee costs	0	0				
Taxes	0	0				
Equipment staging	0	0				
Cost of sales	0	0				
Timeline to occupancy	0	0				
Cost of money	0	0				
OR						
Proven market, proven demand, high population getting even higher						
Costs	Profit					
	0-3 months	3-6 months	6-9 months	9-12 months	12-24 months	24 months>
Land acquisition	20% return	60% return	Profitability begins	Profit	Profit	Profit
Surveys	0	0				
Environmental	0	0				
Transportation	0	0				
Impact fees	0	0				
Utility hookups	0	0				
Employee costs	0	0				
Taxes	0	0				
Equipment staging	0	0				
Cost of sales	0	0				
Timeline to occupancy	0	0				
Cost of money	0	0				

Clifton Hotel rebirth update

By Karen Frye

Matt and Karen Frye purchased the Central Hotel in April of 2017. Formerly the structure was known as the Central Hotel, but in honor of our wonderful new home and major undertaking we renamed it the Clifton Hotel.

Matt has made the rehabilitation project his full time job. Stone by stone, doorways and windows, beehive removal all to renovate this historic hotel with care and respect for its immense cultural and local significance.

To give you a sense of the work that has been accomplished already, below is the progress we've made thus far, plus a look forward to our vision for the finished product.

Completed:

Removed 60 tons of silt and debris.

Replaced rotting floors and beams on first floor with cement, rebar, and lots of new lumber.

Reconfigured some rooms into common gathering spaces.

Installed electricity and indoor plumbing.

Repaired roof.

Brought staircase to level. Created the prototype for guest rooms with bath and a kitchen area that includes sink, fridge, and microwave.

In Progress:

Restoring windows to original.

Replacing broken staircase spindles and balusters with recreations of the originals.

Repurposing most dilapidated part of 2nd floor into

a deck.

Excavating the courtyard area to remove the silt, trash, and antiquated appliances.

Completing guest room construction.

Planned:

Restore front of building to original, including rebuilding the porch.

Furnish guest rooms with period antiques.

Finish off the courtyard to create a place for coffee and pastry

in the morning and beer and wine in the evening - with live music weekly.

Purchase a recreational off-highway vehicle to shuttle guests to and from the best swimming, fishing, and tubing spots on the San Francisco.

Our goal is to be fully operational by winter 2018-2019, but if folks want to stop by in the meantime and take a look around, just give a holler - we are always happy to show you the Clifton Hotel.



DEVELOPMENT

More mining camps could add to Nugget Trail

By Gary Dillard

There are several loops you can make around Arizona that will show you the state's mining heritage and will also give you many more "nuggets" of excitement.

The initial Nugget Trail, which is just getting under way, is a loop that takes in several cities in central and eastern Arizona. It starts at Globe, and heads either up to the Mogollon Rim or down to Safford and up Highway 191 to Clifton/Morenci and beyond to the Coronado Trail. (See the May Clarion for details.)

But there are other loops that could be added to this trail, which will show off much more of the region's mining heritage, in addition to Superior, Globe/Miami and Clifton/Morenci.

Western New Mexico

What, for example, if another loop took off from eastern Arizona into western New Mexico? The Silver City area is home to Freeport-McMoran's Chino and Tyrone mines, which are the lifeblood of that area, just as with Greenlee and Graham counties. The mines generated some \$158 million in economic benefits for Grant County and \$370 million for the state of New Mexico in 2016.

A true "nugget" from along an expanded Nugget Trail. This 31-pound silver nugget was mined at Tombstone, and was .900 fine. The illustration is from an 1897 engineering magazine.



From the viewpoint at the Chino mine near Silver City.

As well as the Chino mine viewpoint, Silver City offers other nuggets as well, including a history museum at Western New Mexico University, another museum in the city and the Gila National Forest, home to the Gila Cliff Dwellings and the half-million-acre Gila Wilderness,

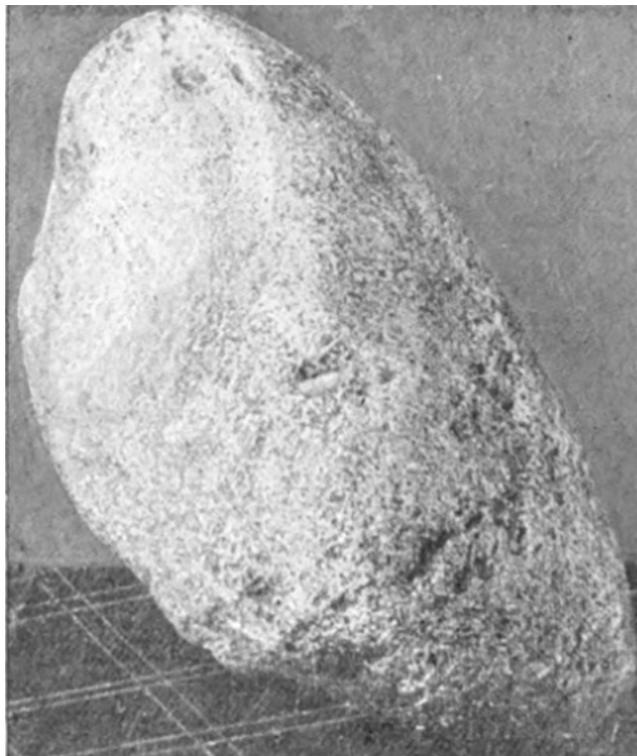
the first such designated area in the world. It also is home to the Cosmic Campground, with some of the darkest skies in the Southwest.

A southern loop

A southern loop, south of Safford and further down 191 is Cochise County, and an area once known as the Copper Horseshoe. Willcox and Benson were the heels of the shoe, with Bisbee and Douglas, the copper cities, were at the toe. In the middle of the west sidewall was Tombstone, a silver camp.

Today, there is no mining in those areas, but along the route between Willcox and Benson are the Johnson Camp mine, a historic producer that is expected to have new life,

[Click here for more](#)



DEVELOPMENT

Potential infrastructure needs

By Philip Runnerud

The administration has a new infrastructure plan that includes funding sources. Briefly and among other categories, there will be a rural category which will be funded at 100 percent – no match.

Rural was defined as under 50,000 people.

Water, wastewater, and transportation projects will be eligible. Limited environment documentation needed. Block grants will be made through to the State. Awards will come through the Governor's Office.

The following is a preliminary list of projects that *could* be considered priority.

Wastewater systems and treatment facilities

Clifton

Loma Linda combined with Verde Lee

Duncan

Hunter/McCarty Flats

York

Water systems

Duncan – new lines, storage, and new water sources (wells)

York

Transportation (Streets)

Duncan street reconstruction

Skyline – Ward Canyon intersection Round About

Trails

Verde Lee to Loma Linda

York Valley – Continuation of TE trail to Cottonwood Wash and south to Golf Course

SR 75 – Gila Bridge to

Outpost

Three Way – US 191 / SR 75 / SR 78 Round About

US 191 and Mountain View intersection (at Conoco) recon-

struction (Round About?)

Safe Routes to Schools

Duncan High School

Duncan Elementary

County Roads Offices

Blue Road Shop

Airport

Hangars with associated paving

Fuel System and Infrastructure of Fixed Base Operation

Automatic Weather Observa-

tion System

Flood Control

Duncan dike

Duncan's Old Wastewater Treatment Plant and associate changes to infrastructure

These are examples of projects, not an actual list that has been approved by the Board of Supervisors or either of the Town councils involved.

