

March 2017

Vol. 4, No. 3

Reaching out to investors

By Ákos Kovach

In the February issue of the Greenlee Clarion we discussed various concepts and aspects of economic development. While we can always find disagreement, it is more important to focus on the elements on which there is agreement.

Such is the case with casting the net of economic development outreach beyond the reach of what has been cast in the past.

Trade shows, such as the international MDM Trade Show held each year in Anaheim, gather together visionaries, investors, developers, sales people and de-

Economic Development 101

cision-makers from around the world.

Industries with a product they want to get out into the marketplace. Investors that want to capture a return on their investment; they are looking for a reward for their willingness to take a risk. Yes, there is that word, risk.

Many times doing anything new involves some risk. But without risk-taking, without leadership, there is only stagnation.

Thus we attended the MDM Trade Show to see these leaders, **continued on page 8**

Inside this issue

Library resources. Help with career transitions. **Page 2**

Mayor's comments. Seeking input from public. **Page 2**

New business. Women's boutique in Clifton. **Page 3**

EDA at risk. What it is, why we need to keep it. **Page 4**

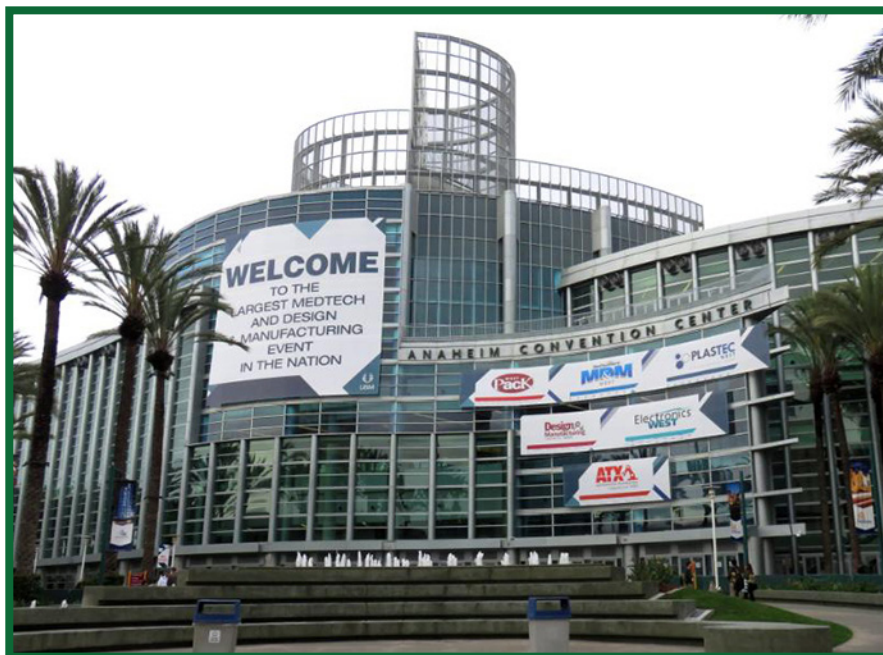
Skills gap. Why Arizona@Work is important. **Page 4**

Chamber of Commerce. Annual meeting March 10. **Page 5**

Shop locally. How it helps grow the economy. **Page 8**

In Washington. Supervisors meet with Senators. **Page 9**

Water confab. Important for development, too. **Page 10**



Why go to Washington?

By David Gomez

Regardless of party politics, the decision making engine of the House and Senate is a force to be reckoned with, and best done face-to-face.

By leveraging Greenlee County's membership in the National Association of Counties (NACo) we seized the opportunity to meet with U.S. Senators McCain and Flake, and Members of Congress O'Halleran, Biggs, and Gosar.

Additionally, we also met with **continued on page 6**

Reading Nook News

Career transitions

By Karen Soohy

There is a database called Career Transitions that will help you write a resume, write a cover letter, help you practice for interviews and supply you with tips for job searches. The databases are provided free of charge to library users in Arizona and contain a wealth of information.

If you go to the Greenlee County Library page (<http://www.greenleelibrary.org>) and click on the State Database page on the left column you will be taken to the database links.

You should become a registered user on this site to save all your work and searches. After you do that you can search for jobs by title, keywords and location.

If you're early in your career or considering a change, you can also search specifically for internships, apprenticeships, entry-level and temp jobs. If you have not decided on the career for you, there is a career interest survey to narrow down your choices. The description of career clusters may help you determine which career path to follow.

The link to the career clusters gives you information about training, salary, openings in the field as well as a description of what the career entails.

Career training is also addressed in the database with connections to training and schools based on career choice and location.

There is also a step-by-step resume and cover letter process that you can follow. The site shows you numerous examples of various types of resumes and cover letters and helps you analyze your own information to create a personal professional set of correspondence for your new job.

Videos, sample prep questions and an interview simulation are provided to help you get ready for your job interview.

Remember that all the databases are free to use at home or on any internet connected device. You just need a library card bar code to start your search. If you don't have a library card, stop by the Duncan, Clifton or Blue library to get your FREE card.

Library Quote: "When I got my library card, that's when my life began." ~ Rita Mae Brown

Clifton Council Corner

Mayor Felix Callicotte

The "Clifton Council Corner" is a place designed to keep the people in the Town of Clifton informed and up to date on current affairs. We will address concerns in the community; discuss future projects, and present ideas for improvement. We appreciate your responses to this column and are pleased by the many who have commented on their thoughts and issues. We cannot resolve an issue if we are unaware of it. We are continually looking for ways to help the Town of Clifton run more efficiently and this column will hopefully help you become involved.

Your input & sound decisions

The Clifton Town Council must address challenges in a systematic fashion, and must seek the maximum amount of public input in that process. We understand that decisions that have been made or future decisions that will be made will not sit well with a particular faction or group.

The Council cannot and will not please everyone and also recognizes that the Council must represent the current residents of Clifton while trying to forecast the interests of those of us who will live here in the future. We believe the Council has made decisions that are sound and that respect the wishes of the majority. The Council listens carefully and only makes decisions after seeking information and input.

As always, we appreciate your responses to this column and are pleased by the many who have commented on their thoughts and issues. To our knowledge all have been addressed and there are happier people out there because they shared their concerns with us.

We cannot resolve an issue if we are unaware of it. Traffic problems, noise nuisance, animal control issues and uneven sidewalks ... Whatever is irking you ... let us know.

Public Works ~ Parks and Recreation:

Clifton's Public Works personnel perform their job functions within the Town's confines. Public Works crews are responsible for the maintenance and upkeep of all town vehicles, buildings, streets

[Click here to read more](#)

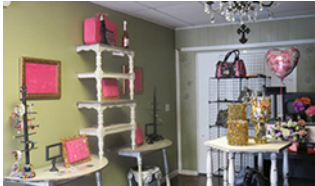
New boutique coming to Clifton

A woman's boutique will be opening in Clifton on March 25.

Cyndie's Closet (Not Your Mother's Closet) is a woman's boutique that Cyndie Schierman says she has designed after her dressing room at home.

It will be a place "to find new things that make you feel beautiful, learn something new, visit, laugh, teach us something new, get your tan on, your nails done, show your product," she says.

For more information, visit her [Facebook page](#).



Employment Services coming

DES Employment Services, which is a partner within Arizona@Work, will be offering services to the Clifton area beginning in March when the new facility opens. Employment service staff will be visiting the Clifton area the second and the 4th Thursday of each month from 9:30 am to 3:30 pm. They will offer assistance to the community with job search assistance, resume building assistance, job referrals, unemployment guidance and of course assistance to the employers.

For assistance, contact Teresa Celestine, supervisor, or the staff that will be working out of the Clifton office, Martha Armbrust and Cheryl Christensen, at (520) 439-3552. They can be reached by email at MArmbrust@azdes.gov or CChristensen@azdes.gov.

Birding events in Duncan

There will be three birding events in Duncan with Homer Hansen on March 9-11.

The first will be The Surprising Economics of Birding on Thursday, March 9, 4:00 p.m. at Duncan Town Hall.

This special presentation to the Duncan Town Council is open to the public as part of the council's regular monthly meeting. Homer will show how birding can boost a town like Duncan.

The second is a Family Walk on Friday, March 10, 5:00-6:00 p.m. at Gila River Birding and Wildlife Trail (meet at parking lot at the near end of the bridge.) Walk the trail together in the late day when birds are more active. Kids of all ages are welcome.

Please leave pets at home.

The final event is a Bird Identification Workshop Saturday, March 11, 6:30-11:00 a.m. at The Simpson Hotel and the Gila River Birding and Wildlife Trail.

For birders of all levels, "Birding by Ear." Come to the hotel a little early for refreshments. The workshop will begin out on the trail and finish up with a session at the hotel. You may attend either or both parts. RSVP 928-359-3590. \$10 donation for adults, \$5 for kids 18 and under.

Let's Paint the Town Blue!!!!

April is Child Abuse Prevention Month
Graham/Greenlee Child Abuse Prevention Council is having a Contest!!!

Paint Your Business Windows Or Decorate Your Door

Promoting Positive Interactions With Children!

Leave it up for the month of April and on April 29th, at the Dump The Drug Event we will announce the 1st, 2nd, and 3rd place Winners and present them with their prize!

To Sign up for the contest contact Christy or Julie 928-428-7231

Economic Development agency at risk

From NADO National Association of Development Organizations

The Administration is approaching the next federal budget with an eye towards reducing government spending by eliminating several federal agencies. The U.S. Economic Development Administration (EDA) has been targeted as a part of these cuts.

The EDA plays an integral role in job creation and critical infrastructure for economic development, cuts to the agency would negatively impact communities throughout the country.

At NADO, we are committed to advancing legislation and spending packages which continue EDA's investment in regional economies.

NADO is the lead convener of an EDA stakeholder group and we plan to use these partnerships to communicate to the administration the importance of EDA's role in supporting locally driven economic development.

NADO continues to work with House and Senate Appropriations Committee staff and members of Congress to advocate for EDA.

In the coming weeks, we will also connect with NADO members to gather relevant and meaningful stories of EDA's role in specific regional economic activities.

NADO will then share these examples with federal legislators and administration officials to explain how EDA creates jobs and encourages economic growth.

Closing the skills gap

Editor's note: This article, from McKinsey & Company, points out an important reason why we partner with Arizona@Work.

"The land of opportunity"—that is the promise of the United States. And one of the reasons the country has been able to deliver on that promise is that it has been able to develop the talent it needs to create wealth and to adapt to ever-changing economic realities.

But there are concerns that the United States can and should be doing better. This will require policies and actions on many fronts, for example on trade, taxation, regulation, education, and fiscal and monetary policy. In this article, we focus on a single subject: preparing people without college degrees

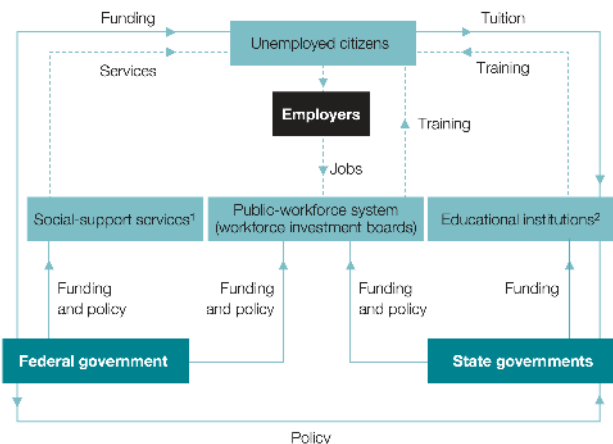
for jobs with promising career paths. The need, for both business and society, is clear.

On the one hand, almost 40 percent of American employers say they cannot find people with the skills they need, even for entry-level jobs. Almost 60 percent complain of lack of preparation, even for entry-level jobs.

On the other hand, this "skills gap" represents a massive pool of untapped talent, and it has dire consequences, including economic underperformance,

[click here to read more](#)

The US workforce-development system involves numerous stakeholders.



¹Such as child care and transportation.
²Including universities.

McKinsey&Company

The Greenlee Clarion

Published monthly by

Greenlee County Economic Development
253 Fifth Street | Clifton, Arizona 85533
(928) 865-2072 ext. 202

Gary Dillard, Graphics Editor

economicdevelopment@co.greenlee.az.us

www.growinggreenlee.org

www.co.greenlee.az.us

Chamber annual meeting March 10

The Greenlee County Chamber of Commerce has continued to develop opportunities to celebrate and grow our local businesses over the past year, and we would like to extend an offer to all businesses working in Greenlee County to continue to be a part of this effort.

In 2016, we were pleased to bring the following efforts to fruition for our members:

- Organizing well-attended mixers, highlighting the successes of our members.
- Participating in ribbon cutting ceremonies for new businesses in Greenlee County.
- Encouraging local shopping efforts by hosting two “Shift the Way You Shop” events.
- Leveraging our Facebook page to highlight the successes of our membership.
- Sponsoring the Greenlee County Candidate Forum to ensure that the interests of the business community were addressed, with more than 200 people in attendance.

Annual meeting

The Greenlee County Chamber of Commerce will hold its annual meeting for members on March 10th at the American Legion Hall at 5:30pm.

The evening will feature our keynote speaker Kimber Lanning, the Founder & Director of Local First Arizona.

Also, awards will be given during the evening, please see the attached nomination form for details. Tickets will be \$25 each. Reservations are due by March 3rd. After this date, tickets will be \$30 each.

Membership dues

Membership dues are paid annually to the Chamber and will be due March 31st. Please find the attached membership form for details. As we look forward into 2017, we are hopeful to expand upon these efforts and continue to bring value to our local businesses. Most notably:

- Continuing our shop local efforts throughout the region, including completing a survey to identify consumer product needs.
- Completion of a website to highlight Chamber activities and member-owned businesses.
- A strong partnership with the Eastern Arizo-

Renewal information and a membership application can be found [online](#), ready to be printed out.

na Small Business Development Center to offer additional training offerings to the business community.

In order to best understand the businesses that we are serving, we have included a survey in the mailing of this information. We have enjoyed serving our members this year and look forward to accomplishing even more over the next year.

Hearings on plan for aging are set

The SEAGO Area Agency on Aging is in the process of developing a four year Area Plan on Aging for fiscal years 2018-2021. The new Area Plan will go into effect on July 1, 2018. The Area Plan serves as the planning document which identifies priority needs, goals, objectives, funding and advocacy efforts that will be undertaken by the Region 6 Area Agency on Aging and our provider network in developing, implementing and building collaborations and programs for seniors in Cochise, Graham, Greenlee, and Santa Cruz Counties for the next four years. The Area Plan describes the manner in which the Area Agency on Aging plans to utilize state and federal funds, and how it will carry out its administrative responsibilities. The Area Plan is viewed as “the blueprint for action” which represents a commitment by the Area Agency on Aging that it will fulfill its role as the planner/catalyst/advocate on behalf of older persons in Region 6 as required under the Older Americans Act.

Public hearing in this area have been scheduled for:

March 15, 2017 10:00 A.M. at Clifton Public Library, 588 Turner Ave. March 22, 2017 10:00 A.M. at Graham County General Services Bldg., 921 W Thatcher Blvd.

Seniors, service providers, families, caregivers, and all interested in senior issues attend and provide input. See the draft plan at www.seago.org.

Why go . . .

continued from page 1

Chief Tom Tidwell of the US Forest Service.

It was our task to convey our position regarding 5 key Federal legislative priorities. As a team we visited with each of the above Members of Congress and Senate about:

1. Payments in Lieu of Taxes funding (PILT)
2. The reauthorization of Secure Rural Schools and Community Self-determination Act revenue sharing (SRS)
3. The Bureau of Land Management 2.0 Rule. (which, as written, dilutes the ability of counties in their decision making ability)
4. The Four-Forest Restoration Initiative (referred to as 4-FRI) essentially is a method of forest restoration that serves the goal of thinning and supplying much needed trees to the lumber industry.
5. And finally, under the newest version of the Mexican Gray Wolf recovery plan affected counties are being excluded during the Executive Director Meetings.

So your three elected members of the Greenlee County Board of Supervisors, our County Attorney and the County Administrator traveled with our colleagues from around the United States to show support, send a message and sit at the table with these key legislative decision makers and leaders in order to focus attention on these critical matters.

Please follow [this link](#) to see the details of what we presented to each of these officials in our on-going effort to Grow Greenlee County and keep it financially sound and economically healthy.

See more about the trip, plus photos, on page 9 of this issue.

Three guiding principles in economic development

Be tolerant of opposing viewpoints and ideas. Listen to those who oppose change and why they oppose change.

Compromise on details but not integrity.

Patience is critical. We must be ready to give those who resist change the time to embrace the solutions at hand.



Jamie Tellez: I am honored that my design was chosen to represent the *Greenlee Clarion*. As someone born and raised in Greenlee County, I tried to represent those things that this beautiful corner of our world means to me. I am proud of where I live and where I come from, and I am thankful that I can be involved in helping to promote our County. Thanks to all for your kind wishes!

AMERICAN LEGION POST 32 FAMILY Fund Raisers Supporting Children & Youth Program And Renovations

MARCH 3RD
CATFISH FRY
\$6 5-7 PM

MARCH 10TH
RED ENCHILADA PLATE
\$6 5-7 PM

MARCH 31ST
CHICKEN OR SHRIMP FETTUCCINI
\$6 5-7 PM

APRIL 7TH
FISH DINNER
\$6 5-7 PM

GOOD FRIDAY APRIL 14TH
SPECIAL DINNER
PRICE AND ENTRÉE TO BE DETERMINED

Thank you for supporting our Children & Youth Program which includes the Boys State Program (\$2000) and Kids Fishing Party (\$500). All money collected from these dinners will go towards these parts of our larger program until our goals are reached. Any money collected after the original goal is reached shall be put towards necessary renovations not covered by insurance.

Upcoming activities

3/7 (also 3/21) 8-11 a.m., Greenlee County Board of Supervisors, Courthouse Annex.

3/8 (and every Wednesday through April 19) 10-11 a.m., Mt. Graham Safe House, domestic violence info classes, St. Philip & James, A Frame Church, Morenci.

3/8 Nutritionist Day, Morenci Community Center, sample healthy snacks.

3/10 5:30-8 p.m., Greenlee County Chamber of Commerce Annual Meeting, American Legion, Clifton.

3/10 Mario Mania Day, Morenci Community Center.

3/14 - 3/24 noon-2 p.m., spring break movie days, Morenci Library.

3/17 St. Patrick's Day, get your beads at Morenci Community Center.

3/25 8-noon, Family Fishing Day, Silver Basin Lake, Lower Eagle Creek entrance, byo fishing gear for bass, catfish, carp. Registration required. No swimming, dogs, fires, fireworks.

4/10 6-8 p.m., Family (Easter) Bingo, Morenci Club.

4/14 7:45 p.m. sharp, Flashlight Eggs-Stravaganza, for kids 2-12, at Sumitomo Park and Veterans Memorial Ball Fields. Free.

4/15 Spring Rampage. See box at right for details.

4/29 8 a.m. signup, Mt. Graham Safe House benefit golf tournament, Greenlee County Country Club, entry fee of \$50 per person includes lunch. Contact Frank Ogas to sign up at (928) 215-0145.

See Morenci School District calendar at [its website](#).

<http://morenci.k12.az.us/2016-2017%20Calendar.pdf>



Spring Rampage
April 15, 2017

Interested in being an Event worker?
Want to Volunteer?
Sell your goods as a vendor or rent a space?
Want to advertise your company as a Sponsor?

Don't miss the Eggcitement!!!
Greenlee County Fairgrounds

Kids Zone Inflatables, Easter Egg Hunt and games, Vendors, Decorated Egg Contest, Car Show, Horse Shoe Tournament, Jackpot Team Roping, Mud/Sand Volleyball Tournery, Bull Riding, Music and Dancing. Fun for the whole family!

For More Information contact: **Greenlee County Events**
fairracing@co.greenlee.az.us
928-359-2032

Trade show . . .

continued from page 1

these risk takers eye-to-eye. We met with them, showed them material and facts about Greenlee County. Just about every economic developer has heard or used the term “we are the best kept secret of...” and certainly, for many reasons, Greenlee County has been kept “a secret.”

Out of good intentions, out of the desire to preserve the ambiance of the area and for many other reasons, Greenlee County has quietly protected and developed a long history that includes ancient Native American culture, conquistador intervention, the advent of mining, hunting, ranching and farming.

As cities have grown and counties have expanded, Greenlee County has mostly stayed quiet about their mountains, the rivers that run year round, the high altitude benefits of cooler weather, the low cost of utilities, the lowest property tax in Arizona and a thousand other reasons why a company or industry should consider Greenlee County as a haven,



a future home.

And so we returned to Anaheim, to tell this story. We traveled to SOCal to speak with those decision-makers from whom we could glean their ideas of the steps necessary for Greenlee County could take to attract new investment and new employers.

What we learned, what we found out was nothing short of breathtaking. We, Greenlee County, are ready to match our assets and resources with the needs of the marketplace.

Shopping locally to grow our economy

By Ákos Kovach

Harvesting or growing the ‘local economy’ is one of the oldest tools in the economic development toolbox. Supporting local businesses is a time honored and beneficial concept that goes back before any of us were born.

Artisans have woven blankets and bowls even before recorded time. Silversmiths, jewelers, tailors and other product providers have been the backbone of society and today we can add welders, electricians, carpenters and other crafts and trades that keep us warm in the winter and cool in the summer.

Keeping the doors of a small, family-operated store requires lots of time and effort. It also requires feedback.

One aspect of growing, adding or expanding small businesses is to shop locally. The financial support of local shoppers is a critical component to restore and strengthen a local economy that resists the ups and downs of the global marketplace. One thing we can do is eat out locally. If you like the service, if you enjoyed the food leave a tip and give a compliment. Tell your story on TripAdvisor or

Yelp. Let others know how much fun you had, how tasty that desert was, or how well that carne asada was prepared.

If you were less than satisfied, tell the owner – ask for a manger and express yourself constructively. Sometimes it can be a simple matter of an employee having a bad day, or a new cook unsure of the recipe - but your feedback is important. Unless you give the owner or manager a chance to “fix” something how would they ever know it needs repair?

Among the comments made most often is “it costs more here than in Safford or Tucson.” Really? After you factor in your travel time, fuel expense, wear and tear on your vehicle, etc. are you really saving money or are you using that as an excuse to shop elsewhere?

Keeping the doors of a small, family-operated store requires lots of time and effort. It also requires feedback. What’s working? What is good? What is great and then all the rest.

But by working together, by working cooperatively we can create an environment that is truly business friendly. An environment that serves the public, keeps small business alive and creates both jobs and opportunities.

Greenlee officials visit Washington

Greenlee County was present at the National Association of Counties Legislative Conference in late February in Washington, D.C.

The annual conference brings together over 2,000 elected and appointed county officials to focus on federal policy issues that impact counties and their residents.

With a new administration, and newly elected

members of Congress, the 2017 Legislative Conference was an opportunity to elevate the county voice at the national level.

Attendees participated in educational sessions, interacted with federal officials and descended on Capitol Hill, delivering the message that federal policies matter to counties and counties matter to America!



While in Washington, Greenlee County supervisors met with Arizona's senators. From left are Ron Campbell (Dist. 2), David Gomez (Dist. 1), Sen. John McCain, Sen. Jeff Flake, and Richard Lunt (Dist. 3.)



Joining the trek to the Capitol were, from left, David Gomez, Jason Whiting, Tommie Martin (Gila County), Jeremy Ford, Sen. Flake, Jim Palmer (Graham County), Richard Lunt and Ron Campbell

Good info at water, development confab

By Ákos Kovach

The Little Colorado River Plateau Resource (LCRPR) and Conservation District recently held their 10th annual Watershed Winter Watershed & Economic Development Conference in Snowflake, and what a power-packed three days it proved to be.

With speakers and authors such as Fred Breedlove and Jackie Holm from Arizona State Land Division; Doyle Shamley, Supervisor Dist. 3, Apache County; Kristine Uhlman and U.S. Congressman Tom O'Halloran and a UAV demonstration by Richard Tulloch of Yovem, LLC, the conference offered

an incredible volume of valuable content, handouts and speakers willing to share their expertise.

We urge you to review the [PowerPoint presentation of Kristine Uhlman](#) and while you are surfing see the articles and presentations of other speakers – prepare yourselves to be impressed.

Many thanks to organizer David Newlin and all the board members of the LCRPR for this worthwhile and informative event.

The work you do not only makes a difference in our lives today but also will benefit generations to come.



Kristine Uhlman presenting at the watershed and economic development conference at Snowflake.



Greenlee County's Akos Kovach, left, and Arizona's 1st District Rep. Tom O'Halleran.

Electric-car progress is rapid

From The Economist

The high-pitched whirr of an electric car may not stir the soul like the bellow and growl of an internal combustion engine (ICE). But to compensate, electric motors give even the humblest cars explosive acceleration.

Electric cars are similarly set for rapid forward thrust. Improving technology and tightening regulations on emissions from ICEs is about to propel electric vehicles (EVs) from a niche to the mainstream. After more than a century of reliance on fossil fuels, however, the route from petrol power to volts will be a tough one for carmakers to navigate.

The change of gear is recent. One car in a hundred sold today is powered by electricity. The proportion of EVs on the world's roads is still well below 1%. Most forecasters had reckoned that by 2025 that would rise to around 4%. Those estimates

are undergoing a big overhaul as carmakers announce huge expansions in their production of EVs. Morgan Stanley, a bank, now says that by 2025 EV sales will hit 7m a year and make up 7% of vehicles on the road.

Exane BNP Paribas, another bank, reckons that it could be more like 11% (see chart). But as carmakers plan for ever more battery power, even these figures could quickly seem too low.

Ford's boss is bolder still. In January Mark Fields announced that the "era of the electric vehicle is dawning", and he reckons that the number of models of EVs will exceed pure ICE-powered cars within 15 years. Ford has promised 13 new electrified cars in the next five years. Others are making bigger commitments.

Volkswagen, the world's biggest carmaker, said [click here to read more](#)