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City Incentive Helps Attract Katalyst Space Technologies

Satellite design startup expected to create 30 new jobs in the next three years

By Stacey Wittig, FBN

Katalyst Space Technologies, a modular satellite design and build company, has set down at Moonshot at NACET in Flagstaff. The tech company's founder, Ghon-hee Lee, reported that the benefits of

Moonshot and the Flagstaff lifestyle, coupled with the city's incentive program, helped them choose Flagstaff as a home base.

"Together, the pull from Moonshot and the city's incentive helped us make the decision," said Lee in an exclusive *Flagstaff Business News* interview.

"They took advantage of the Job Creation Incentive that the economic development team put together last year. It's like a micro-grant for businesses planning to relocate to Flagstaff," explained City of Flagstaff Business Attraction Manager Jack Fitchett. The City's Economic Vitality Division team designed the Job Creation Incentive to attract employers that create quality, high-paying jobs.

At the end of this month, Katalyst Space Technologies will bring nine employees – four interns and five full-time people. The tech company plans to create more than 30 new jobs in the next three years. "We're coming from Prescott and all over the country – Indiana, Florida – we're very excited to be in Flagstaff, but we have some big challenges, like doubling our staff

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Northern Arizona Healthcare's Josh Tinkle, Flo Spyrow and Steve Eiss are among the healthcare architects of the future, designing a holistic and high-tech wellness village to be among the most innovative healing centers in the country. Photo by Bonnie Stevens

Destination Health Village Proposed for Fort Tuthill

NAH reimagines health care with state-of-the-art hospital, ambulatory center and wellness hub in the pines

By Bonnie Stevens, FBN

Northern Arizona Healthcare has a \$750 million vision for how health care can best be delivered in a unique healing environment, anchored by a state-of-the-art hospital and ambulatory center amidst the ponderosa pines. The proposed Health and Wellness Village is to include businesses

and services and is situated on 190 acres of NAH property on the west side of Interstate 17, north of Fort Tuthill County Park, near the Flagstaff Airport.

"We're embarking on an ambitious program to enhance the quality of care we provide," said NAH President and CEO Flo Spyrow. "This will not only be the biggest project in Northern Arizona,

but likely the biggest project for years to come in all of Arizona, bringing jobs and economic viability as well as amazing health care to citizens of Northern Arizona," she said in a news conference delivered through Zoom.

Chief Administrative Officer Josh Tinkle called it "a momentous occasion" as NAH began the process of making the vision a reality by submitting its application for zoning modifications to the City of

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FBN pet news

CHECK OUT OUR NEW FBN PET NEWS SECTION, COVERING A VARIETY OF SUBJECTS ABOUT OUR FAVORITE FURRY FRIENDS ON PAGE 24

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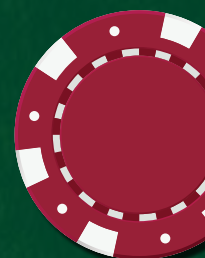
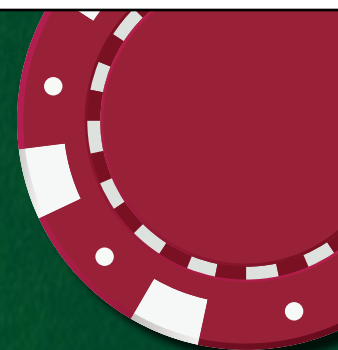
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Outdoor events like the Flagstaff Star Party soon will bring people together again in Buffalo Park and at other outdoor city properties without capacity restrictions.

Courtesy photo

No Limits

Event organizers rejoice and get busy as Flagstaff lifts crowd size restrictions

By Bonnie Stevens, FBN

Flagstaff Star Party organizers are used to a platform with no limits, as stargazers explore the expanding universe from Buffalo Park each fall. But since the pandemic began, their ability to share the starry night sky in person with thousands of residents and visitors has been eclipsed, until now.

It appears COVID-19's meteoric streak of closures and cancellations may be dissipating in a cloud of cosmic dust as restrictions begin to ease on actual space the pandemic soon may be allowed to take up. The universal shift is being felt in Flagstaff as the City Council has voted to lift attendance limits for special events on city property beginning July 1.

"This direction provides event planners the guidance necessary to start planning now for events this summer and fall with no attendance restrictions, but does keep the requirement that producers follow CDC guidance for COVID mitigation," said Flagstaff Public Affairs Director Jessica Drum.

With the announcement, a wave of optimism has rippled through the town, as festivals, celebrations and parades launch into hyper-speed to get back on course.

"As an event planner, COVID has been dev-

astating to my industry," said Flagstaff Blues and Brews Festival founder Jennifer Grogan. "We have been shut down for over a year, and I'm not sure how much the public understands the trickle-down effect of that closure. It's not just us who are suffering, but our rental companies, food vendors, fencing companies, porta johns, musicians, the list goes on and on. We also bring a lot of tourism dollars to Flagstaff, as our attendees book hotel rooms and eat out while they are here."

Grogan and others have been engaged in conversations with City Councilmembers about ways to minimize the impact. "It was a great win a few weeks ago when council looked at the Farmers Market as a necessity instead of an event. We also wanted to emphasize that having no restrictions indoors, like in a Walmart, but having restrictions on outdoor events, in a larger space, just didn't make sense. I appreciate the City Council's discussion and I appreciated it when councilmembers spoke about us as experts in our field."

Although Grogan already had canceled the Flagstaff Brews and Blues Festival this June for the second consecutive year, she is working with the Orpheum Theater to bring in a much smaller blues event on June 12. "It will be an

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LOCALLY OWNED & OPERATED

Not Your Parents' RV Experience

COVID-19 attracts a new kind of traveler seeking luxury experiences

By Bonnie Stevens, FBN

When Contemporary Resorts and Residences opened the Verde Ranch RV Resort in August 2019, the company did not account for the pandemic in its business plan – first, the shutdown of business in spring 2020, and then the surge in RV sales and rentals as the home-weary headed out to explore the world in their own space.

“I don’t think people realized how popular RV-ing was prior to the pandemic and how easy, comfortable and accommodating it is to do,” said Corporate Director of Sales and Marketing Erin Forrest. “Our very large full-time community of RV-ers definitely got bigger with the pandemic. And, there certainly is a shortage right now of RV resorts, especially those with all the amenities.”

Verde Ranch RV Resort, located in Camp Verde, with its beautiful clubhouse, WiFi, heated pool, two hot tubs, fitness center, game and

craft rooms, dive-in movies, ice cream socials, walking trail along the Verde River, coordinated activities and 5,000-square-foot dog park, has taken life on the road to a new level of accessible luxury.

“I look at our property as a high-end hotel you bring your own room to,” she said.

The resort, with its 399 full-hook-up sites and 16 fully furnished vacation rental cabins, ended 2020 with a big fourth quarter, reaching 9% above expected occupancy and seeing no slowdown in sight.

“As we maximized our marketing efforts, combined with our guest reviews and recommendations, our expectations have far exceeded our 2021 projections for the first three months and we are planning for a very strong 2021 all year,” said Forrest.

The RV resort has two different kinds of visitors who come from all over, those transient travelers who stay for two weeks or less and those who make the property their home for months at a time, often snowbirds looking for a warm place to winter.

“The common perception is people in RVs are older, retired and traveling the country,” said Forrest. “But I’ve learned there is a huge population of full-time families and young



professionals who either work on the road or go from job to job as work-campers. The pandemic has only increased those numbers.”

“RV-ing has really taken off in the last year,” confirmed Wendy Bryant, a geologist and avid traveler who works for a California environmental consulting firm. She found the Verde Valley RV Resort last month while looking for a site large enough to host “a trailer rally” for herself and her group of friends who travel together in their own campers.

“It was super packed but surprisingly quiet. We were able to book five



Verde Ranch RV Resort offers accessible luxury. “I look at our property as a high-end hotel you bring your own room to,” said Erin Forrest, Contemporary Resorts and Residences director of sales and marketing. *Courtesy photo*

sites next to each other,” said Bryant. “Kids were out riding their bikes and walking their dogs, and the amenities were amazing.”

“What makes us unique is that we’re a family- and pet-friendly atmosphere. There are always people out and about doing something,” said Forrest. “Also, we have a great location – 40 minutes to Sedona, an hour to Flagstaff, a quick day-trip to the Grand Canyon. There’s so much to do in the Verde Valley area.”

Prices range from \$40 to \$90 per night, depending on the size of the

space.

“Guests with big motor homes, fifth wheels, toy haulers and those towing a car really like the 75-foot sites,” said Forrest.

Cabins range from \$115 to \$210 per night.

Both Forrest and Bryant recommend booking in advance.

For more information, visit verderanchrvresort.com. **FBN**

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Working with the City of Flagstaff, Coconino County and others, APS is installing electric vehicle charging stations around Flagstaff and soon in Sedona, Prescott, Payson, Show Low and Globe. Courtesy photo

APS Makes Progress Toward Carbon-Free Commitment

Solar and electric vehicle charging programs increase access to clean resources

By Yessica del Rincón, FBN

It has been a little more than a year since APS announced its ambitious goal to serve nearly 1.3 million homes and businesses with 100% clean and renewable energy by 2050.

Since announcing its clean energy commitment in January 2020, the company reports steady progress in adding more carbon-free resources to meet the growing energy needs of its customers. Last year, APS secured more than 400 megawatts of clean energy capacity, including 200 megawatts of wind power and 75 megawatts of demand response capability from APS Peak Solutions and APS Cool Rewards — two voluntary energy conservation programs that provide business and residential customers ways to manage energy use on hot summer days and help maintain grid reliability.

"This is an exciting time for APS, as our team of resource experts and energy planners works with cross-sector partners to plan our future carbon-free energy mix," said APS Public Affairs Manager and Flagstaff-area resident Janet Dean. "We're focused on integrating renewable resources, empowering our customers with energy efficiency programs and, ultimately, making sound decisions on behalf of our customers and the environment."

Along with gaining more clean power capabilities, APS plans to acquire additional battery storage that can be combined with the company's solar power plants, making more renewable energy accessible to customers even after sunset. APS also proposed the Coal Communities Transition Plan to facilitate a shift away from coal and support the communities that are home to coal-fired power stations. The utility plans to end all coal-fired energy production by 2031.

APS began its commitment with an energy

mix already 50% clean and has interim target goals of increasing its resource mix to 65% clean by 2030, with 45% of that generation coming from renewable energy.

While the utility plans to closely track and adapt to the future of renewable energy and storage technology, APS customer programs are already providing opportunities for local communities to reduce their carbon footprint.

"APS is collaborating closely with communities that share our vision for a clean energy future," said Dean. "In Flagstaff, we've had a long and successful partnership with the city's leaders and experts in sustainability. Their support for our customer programs has been essential to expanding the access of our carbon-free resources to residents."

Like APS, the City of Flagstaff is also focused on accelerating progress toward carbon reduction.

"The City of Flagstaff is taking action to reduce climate pollution and build community resilience," said City of Flagstaff Sustainability Director Nicole Antonopoulos. "While the city focuses on strengthening our neighborhoods, cleaning our energy sources and managing our consumption, we look to our key partners, like APS, to assist us on the path to carbon neutrality."

Among APS customer programs focused on promoting clean energy, two have already gained momentum in the Flagstaff area.

ADDING ELECTRIC VEHICLE CHARGING STATIONS

The APS Take Charge AZ program expands access to electric vehicle (EV) charging stations and helps prepare Arizona for the anticipated growth of electric vehicle adoption. As part of the program, APS covers the cost of installing and maintaining Level 2 EV charging stations

Continued on page 35

“Arizona MEP was very creative, looked at the individual opportunities and challenges, and supported what we needed to tackle the challenge and grow. They do it in a personal, creative, and helpful way.”

Sherri Barry, Co-Founder, FABRIC

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With decades of leadership, manufacturing and business expertise, the **Arizona Commerce Authority's Manufacturing Extension Partnership** (Arizona MEP) helps small- and medium-sized manufacturers achieve their goals. This past year, Arizona MEP provided critical expertise to FABRIC in response to the impacts of COVID-19. The program enabled Tempe-based FABRIC to set up four socially distanced production lines, recruit more than 60 team members and pivot operations to produce more than 200,000 FDA-approved, reusable hospital gowns statewide.

Arizona's manufacturers can leverage Arizona MEP's programs to continue recovering. From responding to workforce and supply chain disruptions to making operational shifts to support the manufacturing of PPE and critical supplies, the **Arizona MEP Emergency Assistance Program** provides subsidized services to help manufacturers return stronger for the future. Applications for this one-time, CARES Act-supported program are open until late Spring 2021 and offered on a first come, first served basis.

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Play On: Musicians Singing a Merrier Tune

Calendars are filling again for local performers

By Stan Bindell, FBN

Musicians who have been upstaged by COVID-19 are thrilled that live entertainment is making a comeback and that the music scene is returning to a more normal situation in Arizona.

Chuck Hall, who recently played at Charly's Pub and Grill in the Weatherford Hotel in Flagstaff and Page Springs Vineyards and Cellars in Cornville, said he looks forward to playing at The Windsock Cocktail Lounge in Prescott and other area venues.

"I never completely stopped, but I was picky about what I was doing, and I want to maintain space. I'm not ready to completely dive back in," said the musician, who also teaches guitar and took his lessons to Zoom.

Hall, who has been inducted into the Arizona Blues Hall of Fame, said the last time he performed at The Windsock, his band performed in the parking lot because not many people were allowed into the bar during the pandemic.

"We did one [concert] inside, but it was hard to get people in. Now, the numbers are crawling back up," he

said.

Before the pandemic, Hall was performing six or seven days a week. "It was kind of scary at first, wondering whether you would be able to stay afloat."

Hall was surprised that he was able to obtain state and federal funds for the money he lost because of closures associated with COVID-19.

Christian Berry, president of the Northern Arizona Blues Alliance, recently performed outdoors at Mogolon Vineyards in Dewey, with tables socially distanced. He is scheduled to play from 1-5 p.m., Saturday, July 3, at A.C. Williams Granite Creek Park in Prescott, and Sunday, July 4, at a mini festival at Alcantara Vineyards in Cottonwood. But the guitarist is most excited about the First Annual Greater Prescott Valley Blues Festival, planned for Saturday, May 22, at the Prescott Valley Amphitheater.

When the pandemic struck last year, Berry was scheduled to perform at Cliff Castle Casino, and that was canceled. He, like so many musicians, experienced the dramatic drop in business as venues were closed. Some were in the middle of tours when everything stopped. He said

some musicians became creative. For example, Taj Mahal booked his band into a theater and sold tickets for the online show.

Berry was able to continue with some solo performances and some duo gigs with friend Paul Epoch on harmonica. The duo is known as the Swamp Poets. "As long as everybody is safe, people need to have their music outlet," he said. "It's an integral part of everybody's life."

Darryl Porras, lead singer and guitarist with Big Daddy D and the Dynamites, performed recently at The Route 66 Roadhouse Bar and Grill in Belmont and Windsock in Prescott. Porras plays at the Blues Jam that the Roadhouse offers every two weeks. He said the Prescott area has been quicker to open music venues than the Flagstaff area and is looking forward to the Prescott Valley Blues Festival this month. "We have a lot of followers who love live music," said Porras. "It's nice to see people you haven't seen for a while. Everybody's glad to be back."

Hall says he will be hitting all three blues jams – at The Windsock, the Roadhouse and the Old Corral Bar in Cornville. "I think it's huge when we're able to have shows because we've been pushing up against whatever limits were in place. People are clamoring



Paul Epoch and Christian Berry make up the duo known as the Swamp Poets. Berry calls music an "integral part of everybody's life." Photo by Stan Bindell

for music," he said. "I expect great turnouts when the pandemic is under control."

Musicians applaud Arizona's bars that follow safety protocols, including masking, social distancing and seating capacity. "People didn't realize how much was on the line for the clubs if they were caught breaking protocols," said Porras. "I felt safe because the safety protocols were followed. Re-

gardless of your perspective, you have to follow the rules."

"Some thought we shouldn't be playing because of the danger and others were relieved to have something going on, but I was real conscious about it. I was careful," said Berry.

"Some thanked me for being willing to come out to perform," said Hall. "Once this clears up, live music will really be going strong." **FBN**

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FBN Business Woman of the Month

Brenda Halvorson Soars with The Papillon Group

Helicopter company CEO has spent a lifetime enjoying the Grand Canyon from top to bottom

By V. Ronnie Tierney, FBN

From a young age, the late Seattle contractor and aviator Elling Halvorson was known for his bold business ventures like building the ATT relay lines from New York to Los Angeles and bidding on construction projects in remote locations like Alaska and the Aleutian Islands. However, his decision to take on the monumental task of building a water pipeline through the Grand Canyon led to the development of Papillon Helicopters and Grand Canyon Airlines.

What wasn't risky for this risk taker was hiring his daughter, Brenda Halvorson, to serve as his assistant in 1986, a position that led to her current position today as president and CEO of Grand Canyon Airlines and Papillon Helicopters, the largest scenic helicopter tour company in the world.

"Realistically, I started working for my dad when I was a kid," said Brenda, who lived at the Grand Canyon from fourth to sixth grade. "We moved here so my dad's construction company could begin the Transcanyon Water Pipeline project, which entailed an immense amount of helicopter flights into the canyon. Soon after the project was completed, he started selling helicopter flights."

When Brenda was 12 years old, she worked out of a 6' x 6' shack on the side of the road in Tusayan on Sundays, selling helicopter tours. "Dad always wanted me to come work alongside him when I got older," said Halvorson. "When his assistant quit, he asked if I would fill that position."

At the time, Halvorson, an avid skier and outdoorswoman, was on her journey as co-owner of Scott Sports. In 1991, she became vice president of Grand Canyon Airlines and Papillon Helicopter. "We had expanded our helicopter operations to Hawaii on the islands of Oahu, Kauai and Maui, so I would go over to Hawaii once a week out of every month

and afterward, I would come to the Grand Canyon to work with the CFO on budgets and cost analysis to determine how we could do better."

Today, The Papillon Group (Papillon Grand Canyon Helicopters, Grand Canyon Helicopters, Grand Canyon Scenic Airlines and Canyon Flight Trading Company) corporate offices are housed at their Boulder City Aerocenter, an ultramodern \$9 million terminal.

Halvorson loves her work, as well as the people she has hired to work alongside her. Some of her employees have been with her for over 30 years. "I had a really good knack at hiring the right people and taking good care of them," she said. "They are my friends, and we built this together. I certainly didn't do it on my own. I've got the best of the best and a rock-solid group of people who work here."

Director of Operations and Chief Operating Officer John Becker has been with Papillon Group since 1994. "After retiring from the Army, I came to work here as a line pilot," said Becker. "The Halvorsons have treated me like family. They are very ethical and fair to all their employees and safety is their absolute No. 1 priority."

"Brenda is not only my boss, but my good friend, and our kids went to school together," said Human Resource Director Isla Harvey. "This is a great family-oriented company. I've worked in many different positions here and my job has expanded to where I am now."

"My dad put a lot of trust in me," said Halvorson. "When I asked him for direction, he wouldn't give me any. He would just say, 'You can figure it out for yourself.' So, I did."

A year ago last month, her dad died unexpectedly at age 88. "He was my best friend," she said. "I went to him when I needed to hear his voice, it brought me peace. He was my peace."

She says the greatest gift her dad



Brenda Halvorson oversees the operations of Papillon Grand Canyon Helicopters, Grand Canyon Helicopters, Grand Canyon Scenic Airlines and Canyon Flight Trading Company. Photos by V. Ronnie Tierney, Fresh Focuses Photography

gave her was confidence. "He would always tell me to have faith and never give up and when there's a will there's a way. That's what I really admired about him." In his book, "Detours to Destiny," the elder Halvorson wrote about never giving up and having the strength to forge forward.

Brenda cherishes her childhood memories of playing at Phantom Ranch during the time Elling was building the pipeline. "I loved it down there. We would take the helicopters down to the canyon from Yaki Point where dad had a heliport and play all day riding our trail bikes. It was so much fun."

Today, Brenda says her life is full with The Papillon Group and family, which includes her husband, Mark, and eight grandchildren. **FBN**





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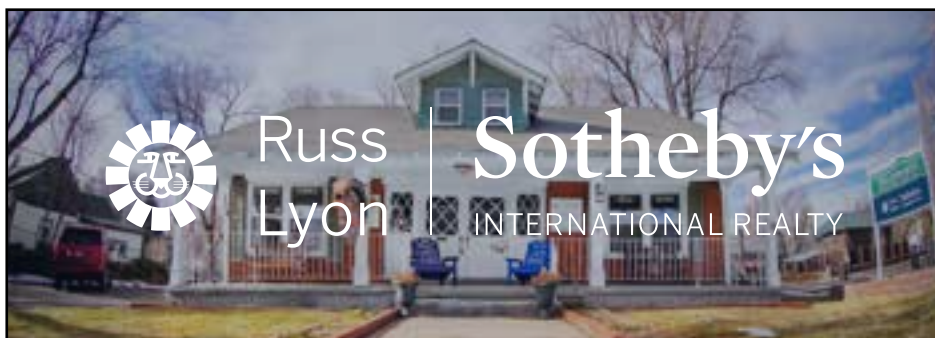
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Bashas' has more than 100 grocery stores across the state, including in Flagstaff, the Verde Valley and Prescott area. Photo by Betsey Bruner

A Faster Trip from Farm to Shelf

Bashas' is working to streamline the path of local foods to consumer tables

By Betsey Bruner, FBN

For more than a year, the pandemic has shaken things up, including how grocery stores (a \$40 billion industry) can efficiently execute the journey that food and other products must make from farms, ranches and other production centers to our tables, pantries and garages.

Arizona's Bashas' Family of Stores has taken an innovative step forward to speed up the connection between grocers and local suppliers by partnering with Forager, an East Coast online and mobile platform.

Bashas' representatives say that during the pandemic, consumers have increased their focus on local suppliers as sources of high quality, nutritious and fresh foods that will both protect their health and put money back into local economies.

This focus on shopping local, magnified during a crisis, is in line with the increasing popularity over several decades of farmers markets and Community Supported Agriculture (CSA).

The Bashas' chain, founded in 1932 and with more than 118 locations across Arizona, has long been known for being at the center in this hunt for local suppliers to fill the demand for fresh products.

"Focus on local community, the local economy and local vendors is truly the bedrock of Bashas' Family of Stores," said Steve Mayer, Bashas' senior vice president of marketing, merchandising and procurement. "We are the hometown grocer and have always been focused on taking care of Arizonans, whether through providing jobs for a smaller community or selling goods from local and hyper-local suppliers."

From the Bashas' point of view, the technology that Forager uses will streamline the process of getting food and other products to consumers, and give the grocer an edge in the state's crowded and lucrative grocery sector.

"One of the biggest and most publicly noticed challenges at the very beginning of the pandemic was the absence of many items, resulting from the initial wave of panic purchasing," Mayer said. "This was something experienced across the country. While the majority of items have returned to 'regular' available levels, there continue to be some products that remain hard to source."

Another change for stores during the pan-

demic has been less foot traffic, but at the same time, consumers are making larger purchases. "That shift [to fewer trips to the store] makes it all the more important to capture those sales when the customers are there and ensuring we have what they are looking for," he noted.

An additional challenge has been the reliance of supermarkets on the trucking industry to transport food long distances, sometimes resulting in produce remaining in the back of a truck for days.

The sophisticated Forager model is an effort to solve many of these challenges. David Stone, a serial entrepreneur, launched Forager in 2015 in Portland, Maine "out of a desire to improve his family's nutrition and health that led him on a three-month exploration of food systems around the world," said Forager's Joe Blunda.

That search led to the establishment of digital local food supply chains in multiple locations throughout the United States.

"Our partnership with Bashas' is local to their geography [all of Arizona]," Blunda explained. "It began through direct outreach to them via our network. At the time, they had just established their forward-looking strategy to drive growth, and had decided that evolving their local buying program was a critical piece of their future. So, the timing for us to connect was ideal."

The partnership with Bashas' expands on some of the initial work by Forager in Arizona supporting food access and justice during the height of the pandemic, he added.

Mayer said the Forager model helps "bring all of the pieces together" by helping to "tap into and showcase" a lot more local suppliers.

"Forager is a way for both the supplier and ourselves to get connected in a more powerful way," he said. "We can now source products from a local company for just one store, for a few stores or for every store."

It seems the new partnership and its state-of-the-art local sourcing program is right in line with the mood of consumers.

According to the Forager website, "85% of shoppers would likely change grocers to find more local food," and "96% of shoppers agree that local food is the freshest, healthiest, most nutritious and safest food available."

"Forager is a digital SAAS (software as a service) platform that connects wholesale and retail buyers with local independent farmers, fishers and grocers to manage discovery, procurement and payment processing," said Blunda. "David's passion is to make locally sourced food more

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Flying Right

Honoring the American flag, history and community

By Bonnie Stevens, FBN

Fourth-generation Arizona Babbitt Billy Cordasco got a bit of a tear in his eye as he felt the significance of the moment – the majesty of the snow-capped San Francisco Peaks above the town on a brisk April morning, the deep meaning of a prominent flag staff back in service for a city bearing the same name and the glory of the American flag being raised atop the historic Babbitt Building where his family has conducted business since 1886.

“This is what community looks like – joining together in the historic downtown with dear family members, long-time friends, local business owners and the Flagstaff Fire Department to honor our country in the quiet and beatify of an early spring Flagstaff morning,” said Cordasco, from the basket of Flagstaff Fire Station 3’s ladder truck with Fire Captain Ray Gonzalez and firefighter Kate Williams. “I’ve never seen this view of the mountains before from above the Babbitt Building. The

grandeur of the Peaks and all that this morning represents, well, it just strikes me how wonderful it is to be a part of this community, living in this very special place. I said to myself, “This is home.”

For Cordasco, president and general manager of Babbitt Ranches, it was especially meaningful to have his cousin, historian and businessman Jim Babbitt, in attendance. “The downtown would not be what it is today if it hadn’t been for Jim,” he said, as he noted Babbitt’s efforts to restore historic buildings and encourage a movement to revitalize the downtown in the 1990s.

The morning was momentous for Captain Gonzalez and Flagstaff Fire Station 4 crewmembers, as well, including engineer Caleb “CJ” Myers whose dad, Dave Myers, has worked for Babbitt Ranches for more than 35 years. “We’re straightening up American flags in downtown Flagstaff for the community and the American people,” said Gonzalez, as they fixed difficult-to-reach rooftop flagpoles in the early morning on Saturday, April 3.

Ensuring the structural integrity of the Babbitt Building flagpole were Dean Gallaher and Mark Perkins.

Gonzalez said Flagstaff Fire and



Mike Mongini, Billy Cordasco, Jim Babbitt, Ray Gonzalez, Caleb Myers and Kate Williams gather in downtown Flagstaff to fix flagpoles. Photo by V. Ronnie Tierney, Fresh Focuses Photography

the Babbitt family have worked together on community projects for years. Every holiday season, for example, Babbitt Ranches offers Christmas tree permits to the families of Flagstaff firefighters. For decades,

Gonzalez has been a big part of the Christmas tree cutting brigades on the ranchland, bringing the symbolic evergreens back to Flagstaff and making them available to families in need as part of the Flagstaff Fire Depart-

ment’s Christmas Adopt-a-Family program.

“The fire department is grateful for our long relationship with Babbitt Ranches,” said Gonzalez. “Togeth-

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// COMMUNITY PROFILE // BY BONNIE STEVENS, FBN

Artist Kellie Day is Transforming Lives through Creative Expression

Women across the country and beyond are calling Day's art mentoring workshops 'life changing'

“Good luck will come to those who are prepared to greet it,” foretells the Trader Joe's greeting card decorated with Chinese takeout boxes and fortune cookies. And, like her design predicts, artist Kellie Day has prepared for this moment, as aspiring artists are reaching out to her, now more than ever, to help them break open the fortune cookies of their long-buried dreams and paint their own bright futures.

Day works in mixed media and has no hesitation when it comes to tearing up poetry books, romance novels or music sheets, clipping logos from to-go boxes, assigning unicorn horns to wild horses, or adding purple spray paint to wintering elk grazing in the southern-most valleys of the Rocky Mountains. She is not so much a rule breaker as she is an artist who is happiest venturing outside the lines and inviting material of all sorts onto her

canvas to coax beauty, contemplation and joy from fragmented pieces of the world around her.

And, that's what she's doing with the previously hidden talent of artists to be, mostly women in their 50s and 60s, who have heard their creative calling shout the cacophony of the pandemic. From the chaos and uncertainty of the times, she is helping women restore order and reconnect with themselves, guiding them to a place that makes sense, beauty and money out of the layers of their lives.

“Some are stuck and some have put their art on hold for too long. I've been through a lot of my own trauma and worked through how to be an artist, how to be calm and how to believe in myself. I'm teaching what I know,” she said. “When COVID first hit, women just really, really wanted to be inspired.”

Through her eight-week “Transform Your Art” mentoring program, Day



Kellie Day's artwork is influenced by the outdoors, animals and nature. Those who take her art mentoring program credit her for their newfound confidence, business skills and courage to take their artwork to a new level and their lives in a new direction.

Courtesy photo

has not only inspired, but sparked a movement of sorts. Women who are craving a life of creativity are signing up to push against their self-imposed boundaries, seek their authentic selves and allow their artist voice to be heard and celebrated.

Like her artwork, her live, virtual course is a carefully crafted blend – part technical instruction, part individualized training, part group feedback and part motivational coaching. “Living your best life is really what it's about – nurturing your self-worth and painting

your authentic soul,” she said. “These women who have a creative calling really want to get it out. That's the whole take-away for me.”

Art students give glowing testimonials about Day's program and how

Continued on page 35

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// BUSINESS CENTS // BY BONNIE STEVENS

Reflecting the Glow of a Lucky Starfish

By Bonnie Stevens

There's a popular story told by many a motivational speaker that describes a person walking along a beach who was picking up starfish on the shore and tossing them back into the ocean. An observer told the starfish thrower that his efforts were basically pointless because there were so many starfish on that stretch of sand, so he couldn't possibly save them all and what he

was doing was not going to make a difference. Unphased by the discouraging comments, the starfish thrower kept walking along. He picked up another starfish and sent it back to the sea. "Well, I certainly made a difference to that starfish," he said, as he continued on.

We've all heard stories about a lucky starfish and how a life was changed for the better because of someone lending a kind hand. In business and in life, we want to be

starfish throwers because, yes, it means we are helping someone in need, but also, just as important, we're helping ourselves be the kind of people we want to be. Helping others – especially those who can't possibly pay us back or return the favor – makes us feel good. And the power of feeling good in a time of mental health crisis cannot be understated. When we feel good about ourselves, we may stand up a little straighter, smile a little broader and, I believe, be better at everything we do, including being kinder to each other. The trick to making a difference is recognizing the starfish, in whatever form it shows up.

That was made extraordinarily easy for me when a young woman with a huge smile was walking my way in a community college hallway years ago. I have to say, she glowed as she greeted me, a stranger.

I didn't stop to find out who she was then, but I saw her again and again. Finally, we spoke, and I learned she was from Vietnam. She bubbled with an overabundance of joy and extreme gratitude. She believed she was blessed. She recognized she was

one of the fortunate few in the world who had the opportunity to earn an education. She was working on her studies while also holding down a job and mastering the English language. And, she had lofty dreams, I thought. She was determined to be a pharmacist in the United States because she wanted to help people heal.

We would visit now and then, and I'd learn about academic awards she had won and scholarships she had obtained. With each achievement she seemed to be bursting with this rare raw joy, and I began to also really truly believe in her vision. It made me wonder how I could support her journey.

I had heard about women in a service club who were taking business clothes out of their own closets and giving them to young women who were about to enter the workforce. I remembered how challenging it was to dress "like the job you want" for countless interviews after graduating from college.

In my own closet hung a silky, yet structured, black and white dress with a delicate jacket that had a

faint pattern of tiny seashells. I had worn it once to a business luncheon. I loved the way it felt, the way it looked and the way it flowed with simple elegance. Part of me protested, "But, I love this dress!" The other part said, "Perfect." And when I gave it to her, she glowed yet again.

Although I've heard the story of the starfish thrower many times since, she was the one who first told it to me. She believed that she was that lucky starfish.

As I reflect on that time, I do so with joy, as I remember her beautiful smiling face, and with gratitude because she taught me how to be a starfish thrower.

Coincidentally, her name was "Star." **FBN**



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Animals Helping to Ease Pandemic Stress

Free zoo and farm days invite families outdoors

By Betsey Bruner, FBN

It's challenging enough to be a young person with mental health issues without the added trauma generated by a worldwide pandemic. Children and teens the world over are grappling with the stress, fear, grief, isolation and uncertainty created by COVID-19. Unfortunately, the struggles and losses of the past 14 or so months are likely to continue to affect young people and their families for some time.

These hard times are shining a spotlight on an annual event that traditionally is devoted to raising awareness about children's mental health, National Children's Mental Health Awareness Week, which has been declared by Gov. Doug Ducey to be May 2-7 in Arizona.

The 2021 theme for Children's Mental Health Awareness in Arizona is "Every Child's Mental Health Counts," with a focus on ever-mounting issues for the young, including restless and fearful sleep, changes in mood and behavior, increases in aggression and irritability, decreased interest in school-work and academic achievement, increased use of drugs and alcohol and dwelling on thoughts of death and suicide.

The Family Involvement Center (FIC), a 20-year-old non-profit with offices in Prescott Valley, Flagstaff, Phoenix and Tucson, is sponsoring two free events that will welcome all individuals and families who want to raise their spirits by enjoying the outdoors and interacting with animals.

The first is Free Zoo Day, scheduled for Saturday, May 8, at Reid Park Zoo in Tucson, and the second is on Saturday, May 15, at Mortimer Farms in Dewey.

Executive Director Jane Kallal started FIC in 2002 as a family-run organization where the family "voice" is central in receiving services.

"Although the events of the last year affected everyone, they were especially troubling for kids and young people," Kallal said. "These free zoo days are a way to connect families with resources to help children with a mental health condition. The mission of the Family Involvement Center has always been to offer hope to parents and help them connect with another parent who understands, bringing them awareness that they are not alone. This is even more important this year as many have too often been isolated from social settings."



Outdoor activities at Mortimer Farms and a day with the animals at Reid Park Zoo are being offered to help build healthy families. Courtesy photos



The non-profit has been hosting events like these for almost 15 years to mark CMHA Week. In the past, families have been invited to large picnics, but this year, organizers decided to do the Zoo Days events to provide something outside that would be joyful for families.

"The feedback we receive from par-

ents and youth has included comments about how they want more opportunities like this to meet and socialize with others who are on a similar journey," she said.

The non-profit is partnering with Banner University Health Plans, Mercy Care, Arizona Complete Health, Health Choice, NARBHA Institute, and Fire-

fighter Angel to host these events.

Activities at the Tucson zoo and the Dewey farm, all designed to lessen mental health stressors, include observing the antics of giant anteaters and ring-tailed lemurs at the zoo, and swinging on tractor tires and navigating a ropes course, munching on free

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Navajo Marine Helps Lead COVID-19 Relief Effort

For Navajo Marine Colin Tsosie, helping lead the Navajo and Hopi Families COVID-19 Relief Fund's Chinle distribution team was a way he could help protect his elders and those affected by the pandemic.

Since April 2020, Tsosie and his staff of 10 have been working long hours, organizing staging areas for food distributions, receiving and packaging food and cleaning supplies, and conducting up to four distributions in one day across the Central Agency region of the Navajo Nation.

For his effort, Tsosie said he feels rewarded by being able to help those in need. "Personally, my crew, we'd do over 120 hours every two weeks. Some weeks were above that. We've been doing this for a year and it's easy to get burned out. But having gone out to some remote areas and seeing the situations our people are living in, I feel a lot better about what I'm doing and it keeps me pushing forward."

Often, the team would direct people to the distribution locations by sending texts. After the day's distributions were done, Tsosie said they would receive text messages of thanks and gratitude.

Chinle Chapter Manager Walton Yazzie facilitated the initial partner-

ship between the chapter and the Relief Fund for food distributions. Serving as the first area lead, Yazzie took care of 16 chapters. He said that Tsosie was an integral part of organizing the first food distributions.

"He took initiative. He caught on quick and was very motivated to help," Yazzie said. "I realized that I needed help and asked if he would become the second lead. From there on he became the second contact for the area."

Tsosie and his crew led direct relief efforts that covered 13 communities, including Chinle, Blue Gap, Cottonwood, Whippoorwill, Nazlini, Low Mountain, Tsaile, Lukachukai, Round Rock, Rock Point, Red Mesa, Mexican Water and Cove. At the height of distributions, Chinle alone required 800 food boxes per week. With this vigorous schedule, 12-hour days were common.

More than 100,000 PPE kits, including bottles of sanitizer, Clorox wipes and three-ply masks, were distributed across Navajo and Hopi communities.

"When the request numbers were at the highest, we'd start at 4 a.m. and finish around 9 p.m. Generally, we'd do this for three days in a row. Our fresh produce would arrive at 5 a.m.



At the height of the pandemic, crews worked 12-hour days to deliver thousands of food boxes and PPE kits each week.

Courtesy photo

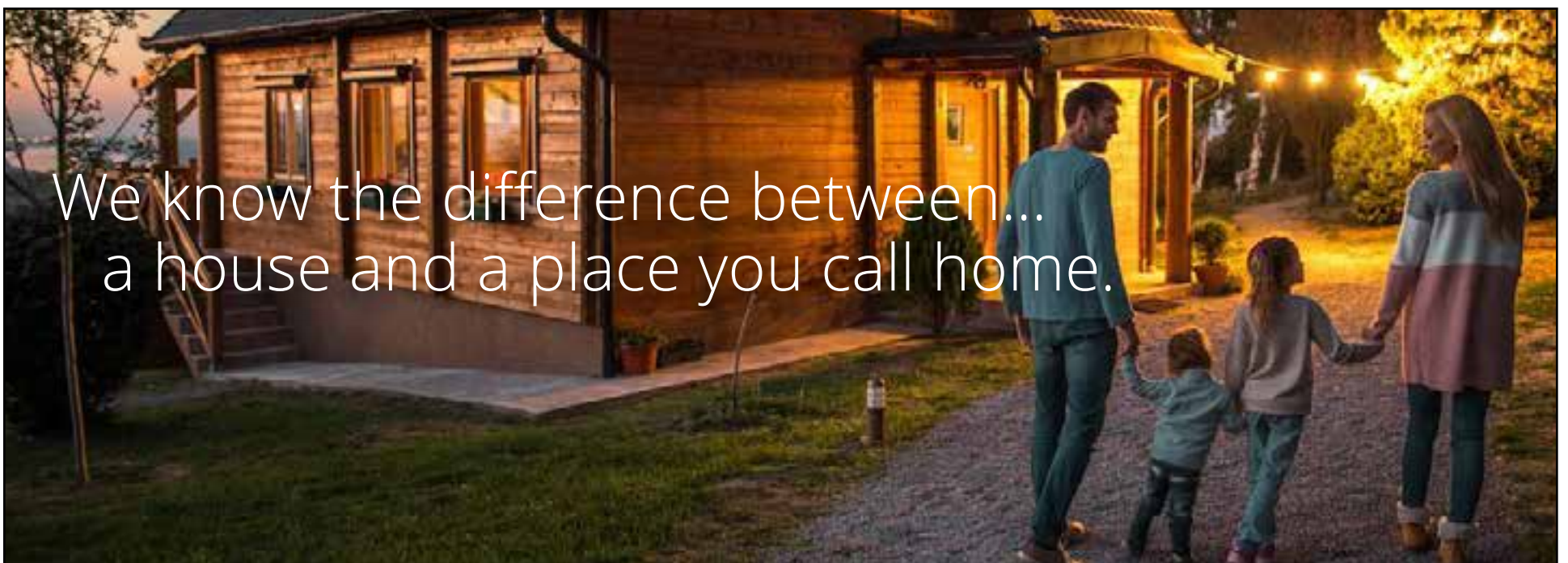
and we'd unload the truck by 6 a.m. The rest of the morning we'd spend preparing food boxes," Tsosie said. "By the afternoon, we would be out in the communities conducting touch-free food distributions."

Since the end of March 2021, with the numbers of COVID-19 positive cases declining across the Navajo

and Hopi nations coupled with the vaccine rollout, the need for food distributions has slowed.

"The situations our community members live in require these distributions," said Tsosie, adding that donations were important to the success of the effort. "Even just donating one dollar to the Relief Fund can help

supply a family with two weeks of food." **FBN**



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Arizona Downs will reopen for horse racing beginning June 1. Track officials say races will take place every Tuesday and Wednesday through Sept. 1. Photo by Ray Newton

Arizona Downs Returns to Live Racing

By Ray Newton, FBN

After a weak 2020 summer racing season that was jeopardized by the pandemic and subsequent shutdowns, Arizona Downs in Prescott Valley has announced a return to live racing, effective June 1.

The track, east of Prescott Valley at 10501 E. AZ-89A, will feature live racing beginning at 1:30 p.m., every Tuesday and Wednesday through Sept. 15.

Steve Peterson, a spokesperson for the racetrack, said Arizona Downs will be managed by Michael Weiss, a longtime horseracing industry leader who has deep ties to Arizona's racetracks.

Weiss, most recently the general manager of Rillito Park Racetrack in Tucson, is a former student at the University of Arizona Race Track Industry Program (RTIP) in the College of Agriculture and Life Sciences. He is well known for pioneering that educational program and serves as a career advisor for graduates.

"Mike is the perfect fit to lead the revival of racing at Arizona Downs," said National Horsemen's Benevolent and Protection Association President Leroy Gessman. "He has a genuine passion for a successful future in Arizona racing. We are fortunate to have him."

"I am excited for the opportunity to contribute to efforts to save Arizona horse racing. It truly is worth saving. I look forward to rebuilding Arizona Downs and assembling a safe environment for horsemen. I also want a memorable experience for fans," Weiss said.

Arizona Downs is one of two major horseracing tracks in Arizona. The other is Turf Paradise in Phoenix.

Arizona Downs features a combination of quarterhorse and thoroughbred racing.

The reopening of Arizona Downs comes at a critical time in Arizona horseracing history.

The Arizona legislature is considering a bill to modernize wagering at horse tracks and Off-Track Betting (OTB) sites. Senate Bill 1794 potentially will bring more than \$300 million in capital investment to Arizona racing. It also could generate more than \$100 million in new state tax revenues. Called Historic Horse Racing (HHR), it permits players to place pari-mutual wagers on past races. That allows tracks and the broader agri-business and racing industry to generate money after races and on non-race days. In Yavapai County, the benefits could amount to up to \$1 million in new local tax revenues and 400 new jobs, according to studies. The new legislation would allow sports betting at track and OTB sites.

PRESCOTT VALLEY MAYOR ENDORSES HISTORIC HORSE RACING

Prescott Valley Mayor Kell Palguta recently issued a statement in which he endorsed Historic Horse Racing. Noting that tourism is a major economic factor in the community, Palguta said he and other town leaders viewed Arizona Downs as a major attraction and asset for businesses and families.

"Horse racing has been an important industry in Arizona since statehood," he said. "Arizona Downs is a part of our history. As we continue to grow and thrive, we also must modernize the industries that are at our core."

Palguta said he thought approval of Historic Horse Racing would add significantly to local and state tax revenues and help generate needed new jobs for rural Arizona. "We have a real opportunity to help rural small business owners and create additional revenue for the state." **FBN**

For more information, visit arizonadowns.com or call 928-227-1996.

Sound Check

Live music returning to Northern Arizona nightclubs, festivals and concert series

By Stan Bindell, FBN

The sound of music and dancing is returning to Northern Arizona, although some events may have capacity limits.

Charly's Pub and Grill in downtown Flagstaff has brought back Monday Night Blues from 6:30-9 p.m. The Roadhouse Bar and Grill in Bellemont has a blues jam every other Saturday from 1-4 p.m., with upcoming dates on May 8 and May 22.

The Northern Arizona Blues Alliance, which promotes blues concerts in Flagstaff, Prescott and the Verde Valley, will host its 1st Annual Greater Prescott Valley Blues Festival in the Prescott Valley Civic Center Amphitheater from 1-9 p.m., Saturday, May 22. The lineup includes national acts such as Kat Riggs and Jimmy Carpenter, as well as local performers Ray DeSylvester, Leon J, Dr. Bob Sellani, Christian Berry, Paul Epoch, Tommy Dukes, Darryl Poras and Sir Harrison.

Meanwhile, the Flagstaff Blues and Brews Festival plans to hold a small



Nightclub owners like Josh Makrauer of Prescott's Jersey Lilly Saloon say they are thrilled to be providing live music again for their patrons. Photo by Stan Bindell

event June 12, at the Orpheum Theater in downtown Flagstaff.

Owners of Sidekicks Saloon in Prescott Valley and the Jersey Lilly on Whiskey Row in Prescott are thrilled to be in the process of bringing music back to normal levels.

Laura Lee Morgan, who with her husband, John, owns Sidekicks, said the community needs live music because people thrive on interaction. "It was depressing not having it," she said. "It's great having it back. That's why we're in the business." The venue has live bands every Saturday and karaoke on

Friday and Sunday nights.

Jersey Lilly Saloon owner Josh Makrauer said that although the past year has been difficult as the venue lost about 50% of its business, he is excited to be able to provide live music again six days a week.

Mortimer Farms in Dewey has scheduled its Friday Night Barn Dance and dinner from May 7 to Oct. 30, while the Highlands Center for Natural History in Prescott has scheduled its monthly concert series to begin May 28. **FBN**

Business Casual



Lance Briley of Phoenix got the memo that Arizona Snowbowl's last day of the season was Sunday, May 3. The Arizona Department of Transportation instructional engineer soon will be working on the A1 Overpass, but on this day, Briley was well-suited for the slopes. Others chose to wear tutus, clown wigs and wizard gowns to mark the end of the ski resort's 2020-2021 winter season, which began in November.

Photo by Bonnie Stevens

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Results from Rapid Tension-Release Massage

By Mark Love

If you need rapid results to release tight muscles, then consider a Rapid Tension-Release Massage. Also known as vibration or percussion massage, rapid movements ease muscle tension and reduce aches and pains.

This specialized massage technique provides concentrated, quick, short-duration pulsations that penetrate deep into the hard-to-reach muscles and tissues. The fast, rhythmic vibrations stimulate blood flow and relax tight muscles, ligaments, tendons and the fascia that covers and connects all the body's soft tissues and organs.

This form of vibration massage can be applied to any part of the body that can receive other massage strokes. The rapid vibrations are performed for relatively short but even sequences or duration over specific areas of the body. The rapid movements applied to the body are not continued in one area for a long period of time to avoid overstimulation of the skin, muscles or nerves in that area. Rapid Tension Release Massage movements usually come near the end of a massage once the muscles are somewhat relaxed and warm.

Massage Envy's Rapid Tension-Release Massage is a breakthrough treatment for those suffering from

chronic pain or pain caused by injury or overuse. Gentle massage strokes and stretch to the muscles and connective tissues are combined with the Hypervolt massage device, which has varying speed and intensity settings that can deliver up to 3,200 percussions, or vibrations, per minute.

The lightweight and ergonomic device design has four different attachments, allowing for an individualized and effective massage experience. The rapid vibrations can be either soothing or stimulating, depending on the pressure and/or the speed of the vibrations. The Rapid Tension-Release Massage causes muscle contractions that can be up to 30 times stronger than regular voluntary contractions.

THE BENEFITS OF A RAPID TENSION-RELEASE MASSAGE INCLUDE:

- Decreased pain
- Increased muscle strength, tone and recovery
- Better balance and stability
- Relaxation of tight and thickened connective tissue and fascia
- Breakdown of adhesions and internal scar tissue present after injuries or surgery
- Increased blood, oxygen and nutrient flow throughout the body

- Increased circulation of the lymphatic system
- Elongated muscle fibers
- Improved range of movement and flexibility
- Less stiffness in joints
- Lower blood pressure
- Enhanced immune system
- Improved sleep
- Elimination of toxins
- Better mood
- Smoother digestion and elimination
- Healthy skin
- Balanced autonomic nervous system
- Stimulation of internal organs

RAPID TENSION-RELEASE MASSAGE IS ESPECIALLY BENEFICIAL FOR THOSE WHO MAY SUFFER FROM:

- Muscle soreness, spasms and cramps
- Muscle injury due to trauma, surgery or disease
- Sports-related injuries and overuse of muscles
- TMJ syndrome
- Bursitis
- Tendonitis
- Carpal Tunnel Syndrome
- Sciatica
- Fibromyalgia

BENEFITS TO THOSE WHO HAVE SOME

PARALYSIS

The high-vibration massage also is very beneficial for those who have full or partial paralysis from an injury or disease. The vibrations cause the muscles to contract on their own. This means it can be very beneficial to those who are unable to move or stretch a particular muscle or area of the body. The Rapid Tension-Release Massage stimulates the muscles and prevents non-use atrophy while also improving muscle and nerve responses.

Massage is an important tool in overall mental and physical health. Incorporate Rapid Tension-Release into your next Massage Envy session and experience the benefits for yourself! **FBN**

Mark Love is the Franchisee of Massage Envy Spa Flagstaff, located at 1235 S. Plaza Way in the University Plaza Shopping Center next to Safeway. For more information on the benefits of massage and to schedule an appointment with a massage therapist, visit MassageEnvy.com or call 928-526-ENVY (3689) and follow on Facebook at [Facebook.com/MEFlag](https://www.facebook.com/MEFlag). Schedule an appointment online – your time, your convenience, your massage.




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Walking, Biking Flagstaff's New Public Art Tours

By Erin Kaczmarowski

Imagine riding a bicycle along the beautiful Flagstaff Urban Trails in the spring sunshine and stopping to view a colorful mosaic that celebrates the native plants and animals of the region. Or, imagine strolling down the lively historic corridors of downtown Flagstaff, home to one of the largest murals in Arizona, the Sound of Flight.

If these scenarios aren't included within your 2021 plans, it may be time to dust off the bicycle or walking shoes! The City of Flagstaff invites you to walk or bike your way through our mountain town with two self-guided public art tours.

Though Flagstaff boasts its own wild and natural beauty, over 120 public art pieces also grace the city. Publicly funded art and beautification projects are community-driven and draw from local tax dollars generated by our hotels, bars, restaurants and campgrounds through the Bed, Board and Beverage, or BBB, tax. Although many indoor facilities remain closed or at reduced capacity because of COVID-19, Flagstaff's outdoor public art collection is always open and publicly accessible. With this in mind, the city has curated two self-guided

tours of Flagstaff's outdoor public art, including murals, mosaics, sculptures and more. Explore public art through the buzzing historic core of Flagstaff by foot, or grab a bike and pedal through Downtown, the Southside, Northern Arizona University (NAU), historic neighborhoods and beautiful public spaces.

The public art walking tour starts and ends at the iconic Flagstaff Visitor Center. At 1.5 miles long, it is perfect for both locals and visitors alike! Head past the bronze Gandy Dancer by Clyde "Ross" Morgan, and continue north of the railroad tracks to explore several inspiring murals located in one of the alleyways off San Francisco Street. The Flagstaff Portal by Sean Griffin is fun to explore before circling back to the Southside. Stroll through neighborhoods rich with character and splashy murals like What Flows Beneath Our Feet, a collaborative mural project inspired by the history of the Rio de Flag (Flagstaff River) that was moved underground. Finish off your walk with the Mother Myth mural by Mural Mice Universal for a look at the rich history of Route 66 in Flagstaff through the decades.

For those who prefer two-wheeled travel, the bikeable public art tour

will not disappoint. Pedal from the Visitor Center through Southside neighborhoods and along the length of the NAU campus. See pieces that depict Flagstaff's history, such as the sculpture Code Talker by R. C. Gorman at NAU and the Southside Mural celebrating African American history at the Murdoch Center by Dr. Ricardo Guthrie. Next, bike through Sawmill Multicultural Art and Nature County Park before journeying through Flagstaff's historic core. At this point, an optional 6.5-mile out-and-back extension is available along the Karen Cooper Trail, providing a sweeping ride through trees, riparian habitat and pristine views of the San Francisco Peaks. This extension allows participants to view more remote public art pieces, such as the Flagstonian sculpture by Joshua Meyer, a rock and iron "hiker" nestled in an aspen grove beside the trail. Complete the tour by circling back downtown and stopping at Heritage Square, where you will be greeted by the 12-foot Peace Pole by Howie Hearn that reads, "May peace prevail on Earth" in six different languages. After your tour, grab a bite or a refreshing drink at one of Flagstaff's excellent eateries.

Both walkable and bikeable public



This temporary piece by Jetsonorama is titled by a Winona LaDuke quote: "Power is not brute force and money; power is in your spirit. Power is in your soul. It is what your ancestors, your old people gave you. Power is in the earth; it is in your relationship to the earth." It can be found in the alley that runs parallel to San Francisco Street and perpendicular to Aspen Avenue.

art tours can be found on the Discover Flagstaff website, at the Flagstaff Visitor Center and discoverflagstaff.com/publicart.

This year, experience Flagstaff's unique community identity through the cultural history, beauty and character reflected through our public art collection. **FBN**

Erin Kaczmarowski is the beautification, arts and sciences AmeriCorps VISTA member working with the City of Flagstaff. She can be reached at erin.kaczmarowski@flagstaffaz.gov.

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Tips and Tools for a Bumper Tomato Harvest

By Misti Warner

With a short growing season, Northern Arizona is often tricky for garden edibles. But, with a little planning, the right selection, and an eye on protecting your crop, there's no reason why you can't grow juicy, delicious tomatoes straight from your backyard or patio.

Step one is taking care to select a seed or tomato that either grows quickly or does well even in cool climates.

Some of our favorites live up to their names, like Early Girl, which produces meaty tomatoes early in the growing season, and Siberian, which can withstand colder weather. Better Boy, Celebrity and Stupice are other great varieties of full-size tomatoes that do well in Northern Arizona.

Meanwhile, most smaller "cherry" tomatoes tend to germinate and grow quickly, so they are all good choices. We're particular fans of the compact Sungold, a bite-size golden color beauty with a thin skin bursting with flavor, and the Sweet 100, which produces huge clusters of half-inch fruits that are very sweet and high in vitamin C.

Whether you start from seeds or from seedlings, your first step is to

make sure that your tomatoes get a good start growing indoors before you bring them out to your garden. If you are planting from seed, you'll want to start your plants about six weeks before the anticipated transplanting date, which will be the final frost of the spring.

Your best results will come from sowing seeds about a half-inch deep in a well-drained starting mix. Keep your baby plants warm to promote faster germination. Keep the potting material moist, but not soggy, while awaiting germination. Apply moderate watering slightly, once seedlings break through the soil.

Even if you purchase your plants as seedlings, or "starts," you still need to have them indoors first to protect them from Northern Arizona's late frosts. And even after you put them into the ground after the "last" frost, remember that our region's weather is fickle. We sometimes get frosty nighttime temps well into June.

To protect your plants, think about getting season extenders, those tubes you fill with water and surround your plant with. They absorb the heat of the sun during the day to keep your plant warm at night. A frost cloth will also help.

Tomato plants are hungry and

thirsty things, so remember that they will need regular fertilizing and plenty of water. Some common tomato problems are caused by incorrect watering, so we recommend a drip irrigation system to take the guesswork out and ensure that you get a nice long, gradual soak.

Another tip is to not plant tomatoes in the same soil as last year, as this can allow disease to spread.

This brings us to the common diseases we see in tomato plants. Several tomato issues self-correct during the season. For example, we sometimes see phosphorus deficiency in our local tomato plants. Now, it's not that our soil lacks phosphorus, but when the soil is still cold, it's hard for the plant to absorb it, which is yet another reason why you shouldn't transplant your tomato starts too early. However, once temperatures rise, the problem typically corrects itself. Other problems, like aphids and whiteflies, can be rectified by using insecticidal soap. Still others, like tomato hornworms, can literally be picked off by hand.

However, there are other, more serious issues that can arise that need more attention and might even require you to just get rid of the affected plant. Early blight is caused



by a fungus and typically can be seen during hotter months. This is one that might attack both the leaves and fruit of your plant. The leaves drop off, making your tomatoes susceptible to sunburn. Sanitation (i.e., removing the affected plants) is your best option here.

All of this work is worth it when you have those delicious tomatoes for salads, sandwiches, soups and so much more.

During Memorial Day weekend, Warner's Nursery will hold its annual

Tomatopalooza, our yearly celebration of all things tomato. We hope we'll see you there to pick up some plants or accessories like tomato cages and season extenders, or just to ask questions about the best way to cultivate these amazing edibles. **FBN**

Misti Warner-Andersen is the manager of Warner's Nursery & Landscape Co., located at 1101 E. Butler Ave. in Flagstaff. To contact Warner's Nursery, call 928-774-1983.



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New Treatment Being Tested for Chronic Dizziness

By Karon Lynn, Au.D.

If you have ever had a bout of dizziness, you would empathize with an individual who experiences dizziness chronically. Most of us have had an episode of car sickness or sea sickness. Imagine being in that state all the time! It is one of the most debilitating symptoms a person can have. Their entire life is consumed by the sensation of vertigo and coping with the nausea and disorientation it causes.

Drugs to treat vertigo are designed to reduce the sensitivity of the balance organs and usually have the side effect of making the person groggy or sleepy. In some conditions, the drugs are not helpful at all. Chronic vertigo can be caused by many conditions, including circulation issues, low blood pressure, dysfunction of the inner ear (vestibular systems), medication side effects, trauma to the head or neck and viruses, which cause damage to the vestibular system. The vertigo may start out slowly and cause dizziness intermittently or suddenly begin and stay all day and never go away.

BILATERAL VESTIBULAR HYPOFUNCTION

One type of dizziness is called bilateral vestibular hypofunction, or BVH. Bilateral (both ears), vestibular (balance organ) hypofunction (the organs work but not correctly). It is estimated that about 1.8 million people have this disorder. Because humans use multiple inputs to navigate the world, having one input disrupted is a tremendous disadvantage. People with BVH are at risk for falls and have to concentrate on their balance to walk, bend over, stand

up and sit down during their daily activities.

As a person moves, the brain receives information from a few different sensory systems such as vision, muscles and joints and, finally, sensations from the inner ear balance areas. People with BVH have difficulty keeping their eyes, head and body steady. Head movements make their vision jump and blur, which makes walking a challenge. It creates significant stress because the individual needs to concentrate to walk, and if they don't, down they go. Because the current medicines cause a degree of sedation, people are encouraged to avoid driving, swimming and walking on uneven surfaces. People with BVH are 30 times more likely to suffer a fall than their peers.

A NEW IMPLANT AS A TREATMENT

The Johns Hopkins University School of Medicine has begun research into a treatment that involves a modified cochlear implant. The multichannel vestibular implant (MVI) is designed to stimulate the balance nerve long-term, which makes it a 24-hour-per-day sensory restoration treatment. The implant electrode bypasses the malfunctioning area of the inner ear and stimulates the vestibular nerve in response to signals.

The vestibular nerve is located very close to the hearing nerve; essentially, in the same area of the head. The implant is designed to help people with damage to the delicate anatomy that makes up the vestibular system. The inner ear has three tiny structures called semicircular canals that track the head's rotation along three axes (imagine nodding, shaking your head and tipping your left or right eyebrow up). Fluid in these canals pushes on sensory hair cells that change the mechanical signal to an electrical one in order to send information up the vestibular nerve. This implant restores most of the ability to walk, move and turn the head without dizziness. It helps people with BHV orient themselves in space!

WHAT IS THE IMPLANT MADE OF?

The MVI is comprised of two parts. There is an implanted device that stays just under the skin above the ear with its electrode embedded in the vestibular nerve and an external motion sensor device that sends signals inside to the electrode. The external device is designed to send information about the speed and direction of any head motion. A tiny gyroscope is used to track the person's head rotations in three dimensions, and

a processor, which sends the rotational data to the internal implant to electrically stimulate the vestibular nerve. The implant uses nine electrodes to convey the information that would normally come from the three semicircular canals. This initiates head and eye reflexes that help maintain clearer vision during head movement and reduce the need to exert conscious effort to walk.

This research group has implanted eight people. All of the candidates already had hearing loss in the ear that was implanted. Some of the recipients lost more hearing in the implanted ear after the surgery and some of them maintained the hearing they had prior to the surgery. With these successful results, we hope that the industry will be able to offer this procedure to more individuals in the next few years! **FBN**

Trinity Hearing Center is located at 1330 N. Rim Dr., Suite B in Flagstaff. For more information, visit TrinityHearing.net.

Karon Lynn, Au.D., is a doctor of audiology with 30 years of experience working with hearing impaired individuals. Dr. Lynn may be reached at 928-522-0500 or at audio@trinityhearing.net.



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Drugs to treat vertigo are designed to reduce the sensitivity of the balance organs and usually have the side effect of making the person groggy or sleepy. In some conditions, the drugs are not helpful at all.

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FBN pet news

Equestrians Ride to Help Dying, Hurting, Abandoned Animals

By V. Ronnie Tierney, FBN

With a river running through it, interposed with high ridges and ravines, Healing River Ranch is home to unwanted, senior and/or debilitated animals. Built on a vision from Animal Guardian Network Founder and President Carrie Singer, Healing River Ranch houses about 100 domestic animals and livestock. Recently, about 100 horseback riders from around the state participated in the second annual Animal Guardian Network Poker Trail Ride and Silent Auction to benefit the ranch.

"The seven-mile ride headed through the Coconino National Forest through Healing River Ranch and ended up at Jackpot Ranch, where we featured some amazing talent from Six Gun Entertainment, a buffet barbeque lunch, silent auction and prizes for the best poker hands," said Singer.

The top prize for a poker hand was a custom saddle and stand valued at \$1,200.

Singer is considering hosting another Equestrian Event in November. "Our monthly overhead is big," she said. "It runs about \$18,000 a month to operate a sanctuary of this kind. We have 25 dogs on special diets, so that food bill alone is \$2,400 a month."

Mike Crowley, who heads up a popular equestrian Facebook group called Trail Adventures, helped Singer launch the Benefit Poker Trail Ride and Silent Auction. "It was a success. It's only our second year and it's already grown."

Dependent on donations and grants, Animal Guardian Network operates this one-of-a-kind animal sanctuary situated on 22 acres along the Verde River. Healing River Ranch serves as a refuge for a wide range of elderly, special needs and hospice farm animals and dogs. It's a gentle place where they are treated with care and able to live out their lives peacefully in Camp Verde.

"There is a huge need for this type of facility because a lot of animals need this," said Crowley. "Most of the time,

people cannot afford the ongoing care, so they will put their animals down."

Recently, Milagro, a burro, was brought to Animal Guardian Network after being struck by a car and shot in the head. "He is now 100% recovered and loves spending time with his roommates, Belle and Biscuits, in the special-needs barn," said Singer, who built Healing River Ranch from the ground up.

"When Carrie moved there two years ago, it was bare. It's unreal what she has accomplished. She puts her heart and soul into the ranch," said Crowley.

Previously, the animal sanctuary was located on a smaller piece of land in Cave Creek. "I chose Camp Verde for the quality of life for the animals. It's a slower pace and the temperature is about 20 degrees cooler at night than the Valley, where the ground doesn't cool down. That makes a big difference because the heat can cause hoof issues. Here, they have a reprieve from the heat."

"Carrie is determined to provide a sanctuary for senior, abused and special



needs animals," said Booth Communications President Fran Booth. "It seems her vision has no limit and she continues to expand. Carrie is not just

an animal lover, she is a true guardian who eagerly shares her passion with others."

"There was a feral senior bull living

with the wild horses along the Salt River. He was rounded up and sent to auction. A group that oversees the Salt River wild horses gathered donations to purchase him and now he's up with Carrie in his own environment," said Crowley.

"Successful events like the Benefit Poker Trail Ride really help with our operating expenses. It also helps us provide much-needed improvements like shade," said Singer.

The third Annual Benefit Poker Trail Ride is scheduled March 26, 2022. **FBN**

For information about Animal Guardian Network at Healing River Ranch, visit animalguardiannetwork.org or call 602-568-5636.

Top: Carrie Singer founded Healing River Ranch in Camp Verde two years ago to create a refuge for suffering and needy animals in a peaceful, temperate environment. **Left:** About 100 riders participated in the event to raise funds for the animal sanctuary, which cares for animals with special needs, injuries and specific diets.

Photos by V. Ronnie Tierney, Fresh Focuses Photography



Community Rallies to Support Animal Sanctuary

Animal Guardian Network (AGN), a 22-acre 501(c)(3) non-profit senior animal sanctuary located in Camp Verde, has received some help from the community.

It was discovered that an essential piece of equipment for the organization, a John Deere Gator, had disappeared. AGN representatives say word of the loss spread quickly through the area, which sparked outrage at the thought of a non-profit being robbed.

"People offered to help in different ways, like lending or donating equipment, offering rewards leading to an arrest and pitching in to help distribute bales of hay," said AGN Founder and President Carrie Singer.

Three days after the equipment went missing, the Gator was found, although in barely-operable condition. According to Singer, an individual reached out to John Deere CEO John May, in hopes of assistance.

"The letter reached a top executive, who felt compelled to help," she said. "Arizona Stotz Equipment dealers came together and each contributed to provide AGN with a 2019 HPX615E Gator, retail value of \$12,000, for a total purchase price of \$3,000."

Hector Albarran, consumer products sales manager for Stotz Equipment, a

family-owned John Deere dealership, was instrumental in coordinating efforts to facilitate a replacement. Hector, along with several other Stotz employees, worked together with the eight Arizona stores, each sharing in the donation of a HPX615E Gator. Tim and Genevieve Manatt of Cedar Falls, Iowa, generously donated the money to pay for the unplanned expense.

The sanctuary is home to nearly 100 senior, special needs and hospice animals, the majority of which are livestock. The theft created a hardship in the ability to distribute more than eight bales of hay a day to feed the animals.

"Stotz Equipment is dedicated to creating a better life for our families, communities and those connected to the land," said Singer. "This upstanding and remarkable company sure lived up to their purpose, enabling a charitable organization to not only continue providing for the animals in their care but doing it efficiently with John Deere equipment."

AGN is located in a serene setting along the Verde River. The sanctuary is staffed around the clock. For more information or to donate, visit animal-guardiannetwork.org or contact Singer at 602-568-5636 or carrie@animal-guardiannetwork.org. **FBN**



CEO Carrie Singer of Animal Guardian Network and Hector Albarran, consumer products sales manager for Stotz Equipment, are thrilled with the community support and generosity of individuals that helped replace a stolen Gator. Upon hearing of the theft, Albarran, along with other employees and eight stores, helped make the gift possible, which included a large donation from an Iowa couple.

Courtesy photo

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Investment Create an investment strategy that's designed to pursue your risk tolerance, time horizon, and goals.

Lifestyle How to strike a balance between work and leisure is just one aspect of the wide-ranging Lifestyle matters.

Money Managing your money involves more than simply making and following a budget.

Retirement Steps to consider so you can potentially accumulate the money you'll need to pursue the retirement activities you want.

Tax Understanding tax strategies can potentially help you better manage your overall tax situation.

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Attracting Wild Birds to Your Yard

By Cheyenne Brown

The weather is getting better, and any excuse to sit outside and enjoy this spring warmth is probably welcome. Northern Arizona is full of beautiful scenery and sites for adventure, but you can enjoy one of Arizona's beautiful sights in your very own yard: wild birds!

How familiar are you with the wild birds in your area? Do you know how to attract them to your yard? It seems simple enough: hang a feeder and wait. But there really is more to it. Everything from squirrels to plants can affect the birds coming to your feeders, so it's not a bad idea to have a plan when it comes to how you can best accommodate the wild birds visiting your yard.

What are the kinds of birds you want to attract? This area has no shortage of interesting species, and, in general, you want to pay attention to the standard things, regardless of species: Birds like to have a safe environment; making sure they have native plants for coverage is important. Keeping feeders out of the reach of predators like roaming cats is also crucial.

Hummingbirds: Here's a bird that's easy to love! It's one of my

personal favorites. There are about 18 different species of hummingbirds in Arizona, some of which are incredibly rare. Hummingbirds like nectar; there are lots of different recipes for nectar available, and you can even purchase it pre-made. Hanging lush red flowers next to your feeder will help hummingbirds find the feeder quickly. In fact, these birds are pretty smart – they are really good at finding your feeder, regardless of where you place it. That doesn't mean you shouldn't be tactful with feeder placement, though! Keep your feeder out of windy areas that may cause it to tip and spill nectar, which attracts insects. And, don't forget to place your feeder next to a window so you can get a detailed view of these little guys! There is a less likely chance for a window collision when the feeder is closer to glass because they are unable to build up speed. If you have lots of birds coming to your feeder, expand! Place your feeders far enough apart that there won't be any fights for nectar.

Hummingbirds are unique because they like liquid feed, but what about the finches, warblers, wrens, doves and other species? High-quality birdseed usually includes black oil sunflower seeds, Nyjer (thistle) or

milos. Nyjer is often fed in small-hole feeders, which makes it accessible for birds with smaller beaks. Sunflower seeds can be fed in tube feeders, which make the seeds accessible to several different types of birds. Be sure to hang feeders at least five feet off the ground and close enough to windows to enjoy the visitors without compromising the safety to the birds. Window collisions can be avoided

by placing feeders close enough to the window that the birds can't gain enough speed on liftoff to cause a collision, or far enough away that the birds can't even see the window.

Ultimately, birds can be a great way to quietly enjoy the natural ambience of your neighborhood. Investing in quality seeds and feeders is only part of the

process – be sure to do your research if you're looking to attract a specific species! Arizona sure has plenty to enjoy. **FBN**



Cheyenne Brown is the marketing manager for Olsen's Grain.



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Stem Cell Therapies Becoming a Common Treatment for Medical Diseases, Disorders and Traumas

By Dorian Lange

Presently, the use of stem cells is becoming common practice with orthopedics, as it may help deter a knee replacement or surgical procedure and improve function of joints following injury. Practitioners today are also using stem cells within disciplines like pain management, cardiology, rheumatology and neurology.

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Mesenchymal stem cells, or MSCs, are multipotent stromal cells (a type of cell that makes up certain types of connective tissue) that can differentiate into a variety of cell types, including osteoblasts (bone cells), chondrocytes (cartilage cells), myocytes (muscle cells) and adipocytes (fat cells).

Our regenerative medicine product is produced in compliance with FDA CGMP (Current Good Manufacturing Practice) and GTP (Good Tissue Practices) standards, which assures quality and safety in this product.

Research has shown that umbilical cord-derived stem cells are not susceptible to malignant transformation in a serum-free medium, making them safe for therapeutic use in patients for cell therapy.

HOW DOES IT WORK?

Stem cells have the capacity to migrate to injured tissues, a phenomenon called homing. This occurs by injury/

disease signals that are released from the distressed cells/tissue. Once stem cells are delivered to a site of injury or deployed into the bloodstream, they go to these distressed signals and dock on adjacent cells to commence performing their job.

If you have an injury, or if you have tendons or ligaments that have become inflamed, stem cell therapy may help. It uses your body's own stem cells to help heal damage. It may help you avoid surgery. Learn more at northernarizonapaininstitutes.com. **FBN**

Dorian Lange, CEO, Northern Arizona Pain Institutes Dorian is responsible for the management, administration and business development for multi-disciplinary specialty clinics throughout central Arizona that provides integrative treatment protocols for pain management, physical and rehabilitative medicine. Developed the initial business plan and implemented the strategic planning from startup to a multi-million-dollar medical specialty organization. Learn more at <https://northernarizonapaininstitutes.com/health-care-team/>



Russ Lyon Named Best Residential Real Estate Brokerage Again

Russ Lyon Sotheby's International Realty is thrilled to be recognized as 2020's Best Residential Real Estate Brokerage in Flagstaff for the eighth consecutive year.

"It is our pleasure to serve Northern Arizona with the finest real estate advisors in our community, and we truly appreciate the recognition from the community with this award," said Flagstaff Sales Manager Bret Lamberson. "We look forward to sharing our expertise and integrity with anyone in the real estate market for years to come."

The brokerage reports 384 sales for 2020, with an average sales price of nearly \$490,000 and a total volume of more than \$187 million.

One of its top sales was a \$4 million, five bed, five-and-half bath 6,000-square-foot estate in Pine Canyon. "This home, with beautiful, soft-toned stone and chocolate accents, represents the peak of luxury living in Flagstaff," said Lamberson.

Russ Lyon Sotheby's International Realty has two Flagstaff offices located at 1750 S. Woodlands Village Boulevard #200 and 219 N. Humphreys Street. **FBN**



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Exploring Mysterious Foot Bumps

By Anthony Rosales, DPM, FACFAS

“I’ve got this lump on my foot; what could it be?” As a foot and ankle surgeon, I am asked this question quite frequently. I always explain that because bumps on feet can signal both serious and non-serious conditions, it is always best to have all lumps and bumps properly examined by a foot and ankle surgeon.

Bumps on feet can vary in size, from that of a pea to the size of a golf ball. They can also vary in location, from the arch of the foot to the ankle area or elsewhere. They may or may not hurt or cause changes in daily activity. But a lump found in the foot has a possibility of being cancerous, and for this reason, must not be ignored.

The most common type of lump found in the foot is a soft-tissue mass called a ganglionic cyst. This soft, fluid-filled sac is a benign (noncancerous) bump found on the tendons and joints. A ganglionic cyst can be caused by a leaking of jelly-like fluid from the “capsule” surrounding a joint or tendon and may be located

on the top of the foot, near an ankle joint or even on the side of the foot. The cyst will not go away on its own and tends to return, even after being drained. The best way to keep a ganglionic cyst from recurring is to have it surgically removed by a foot and ankle surgeon.

Another common type of lump found in feet are plantar fibromas. These often painless, benign masses are fibrous, hard nodules found within the ligament of the foot and are especially common in the arch area on the bottom of the foot. These bumps tend to be less than an inch in diameter but can get larger over time. Nonsurgical treatments, such as steroid injections, physical therapy or orthotic devices, may help relieve any discomfort but will not make the fibroma disappear. Surgery to remove the mass is an option for patients who continue to experience pain following nonsurgical approaches.

For foot bumps that are suspected of being cancerous, we perform a biopsy on the area. A tissue sample from the biopsy is then sent to a lab, and advanced imaging or an MRI

may be used to gauge more information about the mass. If it is indeed cancer, the foot and ankle surgeon will perform surgery to remove the mass in tandem with an oncologist for cancer treatment.

Remember, foot bumps do not tend to go away on their own. The sooner we are able to properly evaluate the bump, the sooner a patient can have peace of mind and move forward with treatment, whether surgical or nonsurgical, so everyday activity may resume. **FBN**

For more information on foot bumps or to find a foot and ankle surgeon near you, visit Flagstaff Foot Doctors, Fellow of American College of Foot and Ankle.

Anthony Rosales DPM, FACFAS, a foot surgeon with offices in Flagstaff and Page, is board certified in Foot Surgery by the American Board of Foot and Ankle Surgery. He is a Member of the American College of Foot and Ankle Surgeons.

NO LIMITS continued from page 3

afternoon into the evening event. I’m trying to get four, possibly five, bands.”

Noting that public safety is “always top-of-mind for event planners,” even without a pandemic, she says the blues gathering will include mask wearing, sanitizing and socially distancing. “This theater can hold over 1,000 people, but this event will only be for 250,” she said, adding that she’ll be renting the outdoor side space to provide more room.

Meanwhile, coming up quickly is the Fourth of July. Greater Flagstaff Chamber of Commerce President and CEO Julie Pastrick is ready to cue the marching bands in grand Independence Day tradition.

“The Greater Flagstaff Chamber and Pepsi are excited to bring our Fourth of July Parade to the world for the first time in 2021! People can attend in person, or live stream the parade at home via our Chamber Facebook, Instagram and Twitter!” she said. “Our community’s diligence, commitment to vaccinations, and our rural nature has us in a great position today to host the parade in downtown Flagstaff on Saturday, July 3. We’re grateful the mayor and City Council realize the importance of bringing the community together safely, and the significant positive impact outdoor summer events have on our community.”

On Saturday, July 24, Theatrikos Theatre Company, which has been dark since March 2020, is preparing to reopen with performances of “Native Gardens” at The Arboretum at Flagstaff.

Looking ahead to the fall, the Flagstaff Dark Skies Coalition is planning to bring out the stars. “We are thrilled that we will be able to share Flagstaff’s inspiring night skies at the Flagstaff Star Party in Buffalo Park, Sept. 30 through Oct 2,” said FDSC Board Chair and astronomer Chris Luginbuhl. “There are few experiences more awe-inspiring than seeing ancient starlight that has traveled trillions of miles before falling into your eyes!”

Nearby, tourism destinations like Lowell Observatory are keeping a vigilant watch on the evolving COVID-19 situation. Director Jeff Hall says he is hopeful the facility will be admitting more small groups of visitors soon. “We are using the CDC phasing criteria, advice from local experts and estimates of immunity levels to determine when we can advance to our Phase 3A, which will begin our return to general admission and larger crowds. We hope to reopen fully as soon as possible, and we look forward to welcoming everyone back to Mars Hill at that time.”

Event planners will continue to consider COVID-19 safety measures as mission critical, but for now it appears Flagstaff events are cleared for taking off. **FBN**



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How to Buy a House Above Listing Price and Appraised Value

By Paula Mack

In life, and specifically in real estate, it's all about risk and who takes it.

In a typical market, the risk lies with the seller if the sales price for a property may be overpriced for the market. But, this is not your average market.

What happened, and why would a buyer today want to assume more risk?

In case you haven't noticed, Flagstaff's residential market is experiencing the hottest seller's market in history. Home sales prices from this time last year to now, according to our local Northern Arizona Association of Realtors MLS, have jumped 29% overall, to an average home price of \$678,695. Available or "active" listings in the same timeframe are down 22%.

Higher prices and limited inventory with shorter time on the market

means buyers need to be as competitive as possible to get their offer accepted, especially if they are financing. Lenders and their underwriters require most buyers who finance their home purchase to order an appraisal report. Underwriters can only approve funding based on that value. Because cash buyers don't need an appraisal, in order to compete with cash, most buyers today are opting to waive their Appraisal Contingency that is built into the Arizona Association of Realtors Purchase Contract. That contingency states if the property does not appraise for value, the buyer may cancel the contract, pay out of pocket for the difference between the sales and appraised value, or re-negotiate with the seller to reduce the sales price.

Here's where the risk comes in. In the not-so-distant past, the seller with the financed buyer would worry that the appraisal might come in below the sales price. Now, when the buyer waives the appraisal contingency, the buyer takes the risk. It all comes down to the sales price, the appraisal report value and the market trend over time.

Jenna Vanderlip with Hometown Appraisal in Flagstaff explained that her appraisal reports are drafted on forms supplied by Fannie Mae, and must follow strict guidelines as well as the lender's underwriter rules. Her appraised value must be supported by recent comparable sales in the same (or similar quality) area or subdivision. Although she sees the upward trend, it is about a month behind the current market. It's like looking in the rear-view mirror.

As an example, imagine a financed buyer offers \$550,000 for a home listed at \$500,000 and waives her Appraisal Contingency. If that offer is accepted, the buyer's lender orders the appraisal report. If the appraisal comes in at 500,000, the buyer must come to closing with an additional \$50,000. If it appraises for \$490,000, that additional amount is \$60,000. You get the idea.

How can a buyer reduce or at least calculate this risk? No one has a crystal ball to truly forecast the future values of real estate, or what an appraiser's opinion of value will be, but here are a couple

ideas. Ask your realtor to pull recent SOLD comparables to estimate the potential appraisal report value for the property. Try to get at least three of the most recent sales. Once you have a range of "probable" appraisal values, talk to your lender. Ask your lender to predict, with the overall market sales data, how long it would take for your sales price to equal or surpass an appraised or market value. Will the value of that appraised \$500,000 house eventually appraise for \$550,000 by the end of summer? Or next year? Again, no one can predict the future, but armed with information from your realtor and lender, you can feel more comfortable about making that calculated risk and buying that house! **FBN**

Paula Mack, SRES, is a REALTOR with Russ Lyon Sotheby's International Realty. She can be reached at 928-699-6837 or paula.mack@russlyon.com.



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Supporting Communities through Non-Profit Organizations

By Miguel Maldonado

Arizona is home to more than 20,000 non-profits that provide services to people across the entire state. Non-profits in Arizona have a significant impact in helping make the state a better place to live. When a business or individual gives back, they are contributing to the prosperity of the community.

OneAZ is proud to announce that in 2021, the Community Foundation has pledged to award more than \$290,000 to help Arizona non-profits. Non-profit organizations that offer programs that align with one of the Foundation pillars are encouraged to apply for a grant.

The OneAZ Foundation pillars of support are:

- Children's health
- Food banks
- Financial literacy
- Veterans' interests
- Local Youth Programs

The Together is Better program will award a total of

\$120,000 throughout the year, while the Community Impact Grant program, which launches in June, will award a total of \$100,000. Coming later in 2021, a matching grants program will be developed to help celebrate the Credit Union's 70th anniversary.

OneAZ Community Foundation is funded through member debit transactions. Each time a member uses his or her OneAZ Credit Union debit card for a purchase, one cent is donated to the Foundation to fund local initiatives. In 2020, this member-driven activity resulted in the OneAZ Community Foundation's ability to award in excess of \$200,000 to local community non-profits. Since 2015, the Foundation has awarded more than \$165,000 to local communities in Northern Arizona.

To learn more about the OneAZ Community Foundation or to apply for a grant, please visit OneAZcu.com/Foundation. **FBN**

Miguel Maldonado is the northern regional president at OneAZ Credit Union.





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Accessible Happiness

By Kären van der Veer, NMD

For many months now, I've taken to heart the wisdom and findings of Harvard happiness researcher and author Shawn Achor and put into practice his simple advice. It appears a good time to share some of it, with happiness seemingly in short supply.

During the pandemic, rates of anxiety and depression have dramatically increased, and 40% of Americans report struggling with a mental health condition (including anxiety, depression and trauma). Women are twice as likely to suffer than men in their same age group. Younger adults, minorities and those most directly affected by COVID (frontline workers, survivors, the unemployed, etc.) have experienced disproportionately worse outcomes.

Happiness is a choice. At least, science says so. According to the research, external factors such as wealth, physical environment, educational, marital and family status account for only 10% of the variability of happiness between any two people. Ninety percent of our happiness is predicted by how our brains process the external world. This 90% is exactly the part we can change.

First, some distinctions: happiness doesn't equal pleasure. While pleasure is a temporary, active, emotional state largely derived from external circumstances, happiness is internal. It is based in joy and a deep sense of peace. You can experience joy without pleasure, and it can even coincide with fear or pain – think: childbirth, a new adventure, taking risks you believe will have positive outcomes, etc. Achor defines happiness as “the joy you feel moving toward your potential.” Defined this way, we see the substance of happiness.

Happiness also doesn't mean being blind to suffering. Sugar-coating things doesn't make them better. Blind optimism, in fact, divorces us from reality, contributes to poor decision-making, and delays problem-solving. While pleasure-seeking and blind optimism can curb ambition, joy does the opposite. Joy turns on the brain to its highest levels of functioning: it increases problem-solving abilities, triples creativity, raises intelligence and memory, and increases business, educational and health outcomes. As a bonus, when we raise happiness levels for ourselves, a ripple effect changes the lives around us for the better.

Happiness isn't freedom from

stress. Happiness is dependent on the meaning we assign to our stress. Seen through the right lens and in the appropriate context, stress can have positive effects on our physiology and our sense of self. The most meaning in our lives is created, almost invariably, from high-stress situations and the resiliency and creativity we apply to manage it. We are most powerfully shaped by the stressful circumstances we survive and even prevail. Finding the meaning in stressful situations changes them from a negative to a positive experience, and can alter their outcome and physiological impact.

WE CAN TRANSFORM STRESS BY DOING THE FOLLOWING:

- Acknowledge the stress. (See it and name it.)
 - Connect the stress with meaning. (Why do you care about this thing in the first place?)
 - Take the energy of the stress response and channel it toward the meaning. (See the experience as worthwhile and allow it to increase your motivation, determination, sense of purpose and passion.)
- Applying a mindful pause to our discomfort can be the magic required for transformation. While these steps don't dissolve the stress, they



diminish its negative impact. Stress is inevitable, but its effect on us is not, and our mindset is the mediator.

We tend to think genes plus environment equals potential. This is problematic because it leaves us at the mercy of things over which we have no control – what we are born with and what happens to us. While genes and environment set the initial

baseline for happiness, applying small positive changes to our daily patterns changes the trajectory of our happiness, no matter our circumstance. The more consistent our practice, the greater the reward. It's the lens through which we view our reality that changes us and our confidence in shaping it.

Continued on page 37

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Understanding the Stages of Change

By Natalie Randolph, DBH, LMSW

The new year is well upon us, and many have been making changes as a component of a New Year's resolution. Identified changes may be orchestrated to become healthier by increasing physical activities, or an effort to eat a well-balanced diet. You may have attempted these changes in the past, with limited success. In order to create change in your life, you must first understand the process of making sustainable changes.

The Transtheoretical Model, also known as the Stages of Change Model, was originally developed by Prochaska and DiClemente in the late 1970s in an attempt to understand why some smokers were able to successfully quit smoking on their own, while others required treatment in order to achieve their cessation goals. Although this model was developed to better understand addiction, it can also be applied to other changes that individuals attempt to pursue.

In the first stage, precontemplation, individuals do not intend to make any changes if they do not see their behaviors as problematic. They may overly focus on the negative aspects of making changes, as

compared to focusing on the positive outcome of achieving change. For example, an individual considering making dietary changes may feel overwhelmed by the thought of meal prepping on the weekends to provide healthy meal options throughout the week, as it may appear too time consuming as compared to purchasing fast food.

In the second stage, contemplation, individuals develop an intention to engage in a healthy behavior within the next six months, as they recognize their behavior is problematic. Individuals take on a more thoughtful consideration of the benefits versus the consequences of not changing their behavior. For example, the individual may acknowledge that eating fast food for lunch on a daily basis has contributed to weight gain and an increase in his or her cholesterol level. Individuals may recognize that meal prepping on the weekend may actually save them time during the weekdays, as they will have ready-made lunch offerings for each day of the week. This will ultimately reduce travel time by eating on site versus seeking out fast food options, and the individual will achieve financial gain by bringing a lunch rather than purchasing it on a daily basis.

The third stage, preparation, involves individuals getting ready to take action within the next 30 days; individuals start taking necessary steps to achieve their identified behavior change. For example, the individual starts to develop healthy menu options and shopping lists to prepare the identified meals. He or she may also purchase reusable containers in order to bring lunch items to work with them.

The fourth stage, action, involves the individual making and intending to continue these positive changes. For example, the individual may go shopping on Saturdays to purchase the identified menu items, while utilizing Sunday for meal prep, resulting in healthy lunch options five days a week.

The fifth stage, maintenance, involves the individual sustaining this change for six months or longer; people in this stage work to prevent a relapse to earlier unhealthy behaviors. For example, the individual packs a lunch the evening before work each day, in order to prevent the need to seek out fast food.

In my work with addicts at Back2Basics, I continually focus on the Stages of Change process, as it is common for addicts to have

attempted to quit many times prior to coming to treatment. Change occurs in small increments and relapse of old behaviors is common when attempting to achieve behavioral changes. Back2Basics promotes having a community of support to surround residents in creating sustainable changes in their lives, as we recognize that change should not occur alone.

FBN

Back2Basics is an Arizona state licensed and Joint Commission nationally accredited treatment center offering up to six months of daily programming. Back2Basics Outdoor Adventure Recovery combines residential therapeutic counseling with experiential outdoor adventures to treat individuals with substance and alcohol addiction and lead them through rehab and recovery into long-term sober living. The program is highlighted by spending time in the beautiful serene wilderness where individuals are physically challenged, their minds are cleared and they learn ways to defeat old addictive thinking patterns through various outdoor adventures. Now accepting insurance.

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Change occurs in small increments and relapse of old behaviors is common when attempting to achieve behavioral changes. Back2Basics promotes having a community of support to surround residents in creating sustainable changes in their lives, as we recognize that change should not occur alone.
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How Cupping Can Benefit the Body

By Christina Kovalik NMD, LAc

Cupping has been used in China for thousands of years. It is becoming more and more popular in the U.S., as evidenced by athletes and actors adorning the cupping marks. There are a number of ways to utilize cupping, such as sliding cupping or leaving them on one spot. Some practitioners can leave cupping marks when left stationary on one spot for five or more minutes.

I prefer using sliding cupping to release the whole tightened area and fascial tissues to get quicker results.

Cupping can benefit the body by:

1. Decreasing Pain and Inflammation
2. Weekly cupping sessions can decrease pain, tension and inflammation by releasing the fascia tissue and creating deep tissue stimulation. It also stimulates the immune system by promoting anti-inflammatory markers in the body.
3. Boosting the Immune System
4. Cupping stimulates the immune system/macrophages (WBCs) to release anti-inflammatory markers.

ers. It can benefit colds, asthma, coughing and allergies by opening the chest and strengthening the lung qi.

5. Acting as a Cellulite Buster
6. Cupping increases blood flow to the area resulting in reduction in cellulite and tightening.
7. Reducing Muscle Tension
8. Got soreness or muscle tightness? Cupping improves the blood flow to the area, stretches the muscle and fascia to promote healing.
9. Breaking Up Scar Tissue
10. It can be used on scar tissue by increasing blood flow, releasing the fascia and tension resulting in less pain or minimizing the appearance of the scar.

Cupping can have a detoxifying effect and improve lymphatics. It also can help with common conditions such as:

- Neck pain, headaches, back pain.
- Tight IT bands, hip pain, knee



- pain.
- Colds, flu, allergies, coughing, asthma.
- Muscle strain or sprain.
- Stress and tension.
- Cellulite reduction and smoothing.

FBN

Dr. Christina Kovalik NMD, LAc, The Vitality Doctor, is a naturopathic physician and acupuncturist specializing in hormone optimization, optimal health and vitality. She is a new Flagstaff resident, practicing since 2004, and opened her second location in Doney Park in 2020. For more information thevi-



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Considering Prenuptial Agreements as Marriage Insurance

By Zach Markham

No one who drives an automobile thinks twice about needing and buying automobile insurance. It's the law that you must have it and you are fined if you are caught driving without it. Insurance companies have groomed us with slick or funny marketing. After all, who doesn't know that 15 minutes can save you 15% or more on your car insurance?

Yet, the statistical chances that you will use your automobile insurance for a serious motor vehicle accident are actually low. On the other hand, the statistics concerning marriage and divorce are sobering: Approximately 50% of first-time marriages end in divorce. Why is it then that we think nothing of paying hundreds of dollars a year for car insurance for an accident that might never happen, but think little about how to direct and protect our assets should our marriage dissolve?

Enter the prenuptial agreement. A prenuptial agreement is like "insurance" for your marriage. Does car insurance prevent, protect or guaran-

tee that you will avoid an automobile accident? No. Accidents (sometimes bad ones) do happen. And, yes, motor vehicle accidents can be painful and costly, and innocent people get hurt. But like automobile insurance, a prenuptial agreement can lessen the pain, reduce damages and hasten the recovery should a legal separation or divorce occur.

How does it work? The two potential spouses make an agreement in writing about as many of the details as they can before marriage to direct how property and debt should be divided if they separate or divorce. The agreement that they reach, the steps required in the agreement, and the procedure by which they create the prenuptial agreement are critical. The reason why is because these two people, in the event they separate or divorce, are basically instructing the judge how to divide property and debt. Thus, a prenuptial agreement rewrites the law and tells the judge what to do. However, only a seasoned lawyer, preferably one who has litigated the enforceability or invalidity of these contracts, should draft the prenuptial agreement and direct the procedure

surrounding how it is signed.

So, if a prenuptial agreement can be such a good idea, why don't more people have one before they marry? Several myths abound.

MYTH #1: EVEN SUGGESTING A PRENUPTIAL AGREEMENT TO A PROPOSED SPOUSE SHOWS WE DON'T TRUST EACH OTHER.

Talking about finances with your proposed spouse before marriage actually shows you trust him/her more. Psychologists/social scientists tell us a recurrent theme in bad relationships is the "failure to communicate." Prenuptial agreements require a couple to discuss issues in advance, before they are married, and sometimes to engage in robust debate about issues regarding future finances, debt, property and work effort. These discussions, when engaged in a serious, mature and in-depth manner, reveal common ground or highlight substantial differences that might affect the happiness and longevity of the relationship well in advance. Couples are well served to have such discussions long before the marriage license is procured.

MYTH #2: PRENUPTIAL AGREEMENTS ACTUALLY MAKE IT MORE LIKELY YOUR MARRIAGE WILL END IN DIVORCE.

Not true. While a properly drafted prenuptial agreement can make property, debt, maintenance and attorney's fees resolve quickly and inexpensively, statistically fewer people with prenuptial agreements divorce or separate than those without one. In fact, the work, effort and communication that occurs before the spouses sign a prenuptial agreement serves as a foundation to problem solve after the marriage happens, when disputes occur.

MYTH #3: PRENUPTIAL AGREEMENTS CAN BE EXPENSIVE; WHY SPEND THE MONEY IF WE DON'T HAVE TO?

A properly prepared prenuptial agreement, its uniqueness and the procedural requirements to sign it may at first blush seem expensive and unnecessary. After all, a marriage license can be had cheaply. Consider this: How much do you spend each year on auto insurance, property

taxes or medical insurance? Ever figure whether you get in return from the company what you spend each month? The cost of a prenuptial agreement is one time only, not monthly. By the way, talk to someone who has been through a nasty separation or divorce without one and you can see that the useful "insurance policy" of a prenuptial agreement is a much better deal. In short, a prenuptial agreement costs a fraction of the cost a protracted divorce does.

You might be thinking, "Okay, but I'm already married...can we do anything now to insure the marriage?" Actually, yes. It is called a post-nuptial agreement. Look for a later article to address its requirements. **FBN**

Zach Markham has been a Flagstaff resident since 1977 when he was attending NAU. He is a partner with the law firm of Aspey, Watkins & Diesel, where he practices family law. He is available for free consultations to discuss any family law issue and can be reached at 928-774-1478.



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DAY continued from page 14

they've found artistic success through her guidance. "So grateful that one year ago I began this journey with this group!" wrote Bev. "Just sold three paintings this week and moving to our new home this weekend so I can settle into my new art studio and paint again soon!"

Day encourages her students to throw out all their traditional ideas about art and how to be an artist. "You don't have to have a formal art degree, and the art gallery of the past is gone," she said. "Being an artist is not just about learning technique, like learning how to be a car mechanic. It is a holistic thing that involves your whole being – owning up to being that creative person you're meant to be, believing in ourselves and getting over self-doubt. That's the foundation and then we combine that with tools that make it easy and fun to start painting. So, it's coupling the whole being with practical tools that helps make art and create professional quality paintings."

Through "Transform Your Art," Day says women are brushing through their insecurities and getting compensated at the level that their art deserves. "I just sold my first painting!" wrote Errin. "And I was shocked when I courageously stated the price and they didn't even bat an eye."

Day's art students speak of gaining great insight with renewed artistic strength, conquering insecurities with self-love and playfulness and learning how to trust their intuition and feed their soul.

"I joined this program because I finally needed to focus on myself. For most of my married life, I put everyone else's needs before my own. This year, I finally made the decision to do something for me to break out of the box I put myself in. I am also proud of myself for taking the plunge and enrolling with Kellie," wrote Kathe.

"I am most struck by the transformation these women report," said Day. "One minute they don't have the confidence to show anyone their art, six weeks later they are being featured in a gallery or commissioned for paintings or having an art show and building a studio!"

Many, like Nathalie Gosselin, call Day's influence "life changing." Gosselin is an international software project manager whose world took a sharp turn when she saw a Facebook ad for the art mentoring program.

"I can say I would not have become the artist that I am without Kellie. She was a really important person on my artistic path, and I will always be grateful for the support she gave me to go ahead and express myself as an artist and invest in myself," said the French Canadian, who lives near Quebec City. "As women, when we start to do something for ourselves, we do not want to take up too much space – maybe just a small desk and a small cupboard. Now, I'm taking the whole basement for my studio, which has many tables and easels. It's so easy when you add everything you need to paint and create."

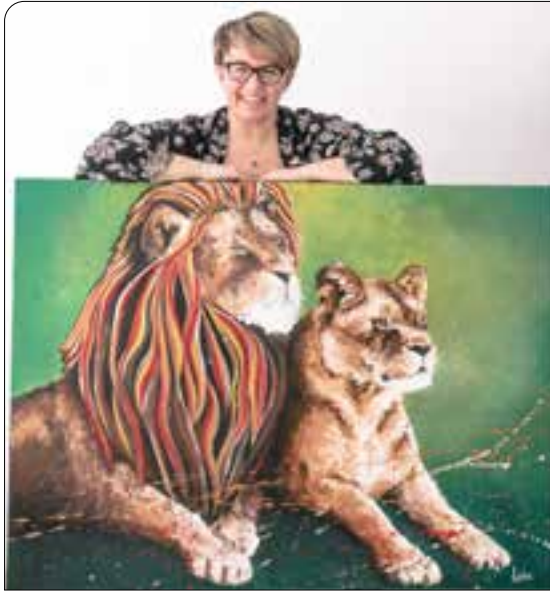
Gosselin made space in her week as well, working just four days a week for the first time in her career and devoting a full day to her craft. "I never thought that at 50 years old I would have the courage to take one day a week, a work-day, to work on my art."

Since painting with Kellie in 2020, Nathalie has sold 14 paintings through her website, laliegalerie.ca. "I was with Kellie in the program during my first sale, an acrylic painting of a racoon, splashed with color. I was amazed someone was ready to pay \$200!"

For Harriet Morton of South Carolina, it was the heart of her 7-year-old self who took second place in an art contest that led her to Day. "I've always been interested in mixed media. I saw Kellie's advertisement and watched one of her workshops, which I never do, and immediately set up a call with her. We just clicked and everything fell into place to take her program. I knew I needed some sort of support, but not an art class. I needed someone to give me a good kick in the heinie. She does that in a gentle way."

For years, Morton operated an equestrian facility where she boarded and trained horses. Now, she paints them, along with dogs, birds and endangered species. This month, she is moving into a new home with a large studio. This summer, she will have her first gallery showing, scheduled at her alma mater, Erskine College.

"Kellie helped me find my style," said Morton, whose work can be viewed at Harrietbmorton.com. "I would have never created these pieces. I would not have created any of this. It makes me tear up. I grew up in a family where you didn't talk about yourself. With Kellie's help, I pushed through and am able to say good things about my work and myself as an artist."



Left: Nathalie Gosselin sold her first painting during Kellie Day's "Transform Your Art" program a year ago. Today, she is delighted with how her work has progressed and credits Day for transforming her life as well as her art. **Right:** Harriet Morton learned how to encourage herself through Day's guidance. She used to train horses. Now she paints them. *Courtesy photos*



Inspired by her artist mom, Day has been recognized for her talent since she was a child, winning art contests in grade school, including a drawing of an OREO in 8th grade, and ribbons in high school. Her need to reach beyond the boundaries spoke loudly to her while working in a cramped cubicle as a graphic designer for a fiberglass manufacturing company in the small Midwestern town of Joliet, Illinois.

"I was fresh out of college and suffocating in an office environment," she said. Day's path to expanded horizons came in the form of a magazine ad about wide-open spaces and expansive red rock monuments. The Forest Service was looking for a volunteer wilderness ranger for six months in the coveted Sedona Ranger District. Her housing would be provided and the job promised travel and adventure. Her savings would cover the rest and this, she decided, was the investment she was willing to make to change her life.

On patrol in the red rocks, Day's adventurous spirit soared. Along hiking trails, she connected with members of Northern Arizona's art community and found work in Flagstaff with Pilkington Advertising Design. Her love for nature and need to explore took her to Alaska as a mountain guide and surveyor. Then, to Ouray, Colorado, as an ice climber.

At age 40, she began to call herself an artist. Her paintings reflect nature, the outdoors and wildlife. Her style, values and personality have aligned with large

national brands, like North Face and Trader Joe's.

Flagstaff-based Kahtoola, maker of MICROspikes, hired Day to create artwork for the outdoor traction footwear company's annual Kahtoola Uphill fundraising event, which supports Camp Colton and introduces children to the outdoors. By ripping up and repurposing outdated Kahtoola brochures, she portrayed a stunning scene of hikers ascending the San Francisco Peaks.

Day's artwork also adorns the walls of restaurants like Karma Sushi in Flagstaff as well as fine art galleries across the Southwest, including the 610 Gallery in Ridgway Colorado, and the popular restaurant/gallery La Cocina de Luz in Telluride, Colorado.

Karen, a recent student of Day's art mentoring program, states what many women are feeling. "During these times, our world needs all the creativity and beauty it can get. My art is my gift to the world."

Day's hope is to help others deliver that gift. Along with her "Transform Your Art" program, she currently is opening a DIY program and a cactus workshop this summer, along with the tutorials and videos on her blog. For more information, visit KellieDayArt.com.

THE LAST TIME I USED MY SUPERPOWER:

During a recent weekend workshop, it was brought to my attention that

my role is as an instructor, but also as a muse for those who want to bring out their inner artist and creative flare. And that is my superpower.

WHERE I GO FOR INSPIRATION:

I call myself an "experiential artist." I'm inspired by a great experience, like hiking or biking with friends or running on a trail through the aspens. The beauty of the day seeps into my brain until it comes out and has to be painted.

A BOOK I RECOMMEND:

"A Course in Miracles" really resonates with me. I believe we are all here to lift the whole world up and we do that when we create good energy.

WHAT I WON'T SETTLE FOR:

I refuse to live a mediocre life. I grew up moving around a lot, which probably nurtured my need for adventure. By continuously exploring, I've been able to evolve my art business and be very open to possibilities that are completely out of the norm.

MY ADVICE FOR BEGINNING ARTISTS:

You have to be okay with watching yourself paint some ugly stuff for a while. The good stuff is coming if you keep going. **FBN**

APS continued from page 6

at businesses, government agencies, non-profit organizations and multi-family communities.

The City of Flagstaff and Coconino County already have taken advantage of the program, offering EV drivers charging stations at City Hall and the County's King Street Complex. Additional charging stations are planned for the Downtown Library, Flagstaff Pulliam Airport and the Flagstaff Aquaplex.

For Flagstaff EV drivers looking to take a trip outside of the area, APS is in the planning stages of launching the second phase of Take Charge AZ. This phase will include the installation of DC fast charging stations at retail and tourist locations in the communities of Sedona, Prescott, Payson, Show Low and Globe. Construction is expected to begin later this year.

Building Solar Communities

New solar parking structures have recently been installed at the City of Flagstaff's Northern Arizona Center for Entrepreneurship and Technology (NACET) facility and at Flagstaff Shelter Services. These projects are part of the APS Solar Communities program, which offered a unique opportunity for limited and moderate-income customers, government agencies and non-profit organizations to access solar energy resources

at no cost.

"APS Solar Communities and Take Charge AZ are two examples of collaborative programming that APS offers, which helped Flagstaff formally launch its climate action agenda," said Antonopoulos. "APS decarbonization success is critical to Flagstaff's success."

APS plans to continue local community coordination and develop innovative programs for customers.

"Our community stakeholders will play a significant role in imagining what our 100% clean energy future will look like," said Dean. "We're looking forward to further collaborating with our partners as we work towards an energy mix that is environmentally responsible and provides customers reliable and affordable service." **FBN**

Preparing for an Influx of Federal Stimulus Dollars

By Chris Pasterz

Last month, we shared how businesses can obtain access to business stimulus dollars through programs such as the Restaurant Revitalization Fund, the Shuttered Venue Operators Grant, the expanded Paycheck Protection Program and Economic Injury Disaster Loans. This month, we are thinking bigger and sharing where the bulk of the federal stimulus dollars are going, and how your business can be prepared to benefit from the American Rescue Plan (ARP), which has released a flood of cash into the economy through various state and local government departments. Knowing where the money is headed helps businesses plan and set sales strategies to benefit from those major expenditure areas.

The American Rescue Plan is the largest of several federal bills enacted into law. Let’s take a look at the enacted laws (acts) to prepare local businesses to provide services and or goods to meet the needs of the programs and local governments that are receiving billions in American Rescue Plan Act funding.

The American Rescue Plan has expansive funding for states, local governments, businesses, individuals

and Native American Tribes – \$1.9 trillion nationwide in total. A local break down of the \$8.6 billion dollars of funding for Arizona State Programs is as follows:

Education gets \$3.1 billion to augment K-12 education, Higher Education Emergency Relief Funding and Emergency Connectivity funding, which is primarily focused on internet connection for education purposes.

Health is getting \$1.6 billion to continue vaccinations, contact tracing efforts, fund behavioral health programming and fund rural health care providers.

Human Services is receiving \$1.1 billion to further fund Supplemental Nutrition Assistance Program (SNAP), Women Infants and Children (WIC), Child Care, Elderly Care and Low Income Heating and Electricity Assistance Programs (LIHEAP).

Housing is getting \$787 million to pay for Emergency Rental Assistance, Homeless Assistance and Emergency Housing Vouchers.

Transportation is receiving \$421 million to fund Amtrak and Airport operations, and Transit Funding.

Emergency Management Programs, Shelter and Food Grants and

Libraries are receiving \$18.5 million.

The American Rescue Plan also is giving direct and flexible funding to the Arizona state government in the amount of \$4.6 billion and to local Arizona governments in the amount of \$2.6 billion, plus an additional \$187 million to fund COVID-related Capital Projects (health, education). Coconino County and its local cities and towns are expected to receive flexible funding in these approximate amounts:

- Coconino County will receive \$28 million.
- The City of Flagstaff \$15.2 million.
- The City of Sedona \$2.4 million.
- The City of Page \$1.8 million.
- The Town of Williams \$755,000.
- The Town of Fredonia \$305,000.
- The Town of Tusayan \$138,000.

The American Rescue Plan is moving an enormous amount of money into Arizona state programs and governments, but there is direct funding for businesses and individuals at unprecedented amounts as well. About \$1.2 billion is directed at Paycheck Protection Program (PPP), Economic Injury Disaster Loans (EIDL), Restaurant Assistance and Economic Adjustment Aid. Individ-

ual stimulus payments will total \$8.5 billion in direct payments to the people of the United States. This money is available to you and your business now. If you want to know how to get access to it, contact me directly or attend regular free webinars that continue to be held in partnership with the Coconino Small Business Development Center and the Arizona Commerce Authority.

Nationwide, Native American Tribes are expected to receive \$20 billion in direct flexible funding, plus \$11 billion for Tribal Program funding. Public lands are also receiving a nationwide total of \$1.5 billion and Native American Tribal lands are receiving \$500 million nationwide. All of these listed funding amounts, recipients and purposes will drive a spike in demand of goods and services directly and indirectly related to their intended outcomes. The flow of this money is expected to be expensed by local government recipients by Dec. 31, 2024. This means that flow of money will be coming soon (anticipating a June 2021 release of funding from federal to state and local governments) and will last for several years. The positioning of your business to access this flow of federal funding (either directly or

by proximity) will have tremendous impact on the financial performance of your business. Now is the time to make and enact your business plans to deliberately benefit from this large influx of money into our economy.

Next month, we will examine the upcoming bills (and other acts) and identify what they are for, because when these bills become laws, they will trigger another rush of cash for specific purposes. We will discuss the funding impacts of the Environmental Infrastructure Assistance Act, the Great American Outdoors Act, The FAST Act, the American Jobs Plan, the New Promise Act, and the Presidential fiscal year 2022 Discretionary Budget, all bringing considerable amounts of money to the economy for specific purposes.

If you want to know more about the topic of this article or how to position your business to benefit from the funding, please contact me directly. **FBN**

Chris Pasterz is the economic development manager for Coconino County. Pasterz can be reached at cpasterz@coconino.az.gov or 928-679-7134.

FARM continued from page 16

lunches under shady trees and roaming in fields picking strawberries at the farm.

According to the World Health Organization (WHO), noted in an FIC April 12 press release, “As many as one in six U.S. children ages 6-17 has a treatable mental health condition such as depression, anxiety problems or attention deficit/hyperactivity disorder (ADHD).”

Another WHO statistic states, “Half of all mental health conditions start by 14 years of age but most cases are undetected and untreated.”

“One reason we’re really working to get the word out about children’s mental health is many parents don’t know that free help is available,” Kallal said. “Our goal is to raise community awareness about how common children’s mental health challenges are in the United States, while also reducing the stigma of mental illness.”

She added that Children’s Mental Health Awareness Week is a “chance to change the perceptions around mental health, as well as recognize children’s uniqueness, rather than the characteristics associated with their disability, diagnosis or illness.

In addition, she says, the consequences of not addressing adolescent mental health issues extend into adulthood, limiting opportunities for adults to lead fulfilling lives.

The Family Involvement Center, a board composed of at least 51% parents who have raised children with unique

challenges, governs FIC. Staff members also are primarily parents who have experience navigating services and supports that aid families in need.

Services at FIC include help coordinating with child-serving systems such as schools, assistance with life skills like employment and housing, providing parent peer support programs, counseling for adults and other family members, and offering respite services as breaks for parents and caregivers.

“We are there to help them navigate to get the needed resources and formal and informal supports in their communities,” Kallal said.

FIC also presents a wide variety of youth support services, including mentoring and after-school programs to build skills and cultivate healthy relationships.

The Reid Park Zoo has more than 350 animals in lush natural habitats and was founded in 1967 on 24 acres that are owned by the City of Tucson. It is a non-profit located within Reid Park and includes two fascinating aviaries, Flight Connection and South American.

“The zoo is home to animals from around the world, including from Africa and South America,” said Deborah Carr, director of marketing and events at the zoo. “We have a lot of new animals this year, like the African painted dogs. They’re a lot of fun. We have a pack of four sisters, each 2 years old. We also just opened a new Flamingo Lagoon, an expanded space with spar-

ling features, which houses the zoo’s flock of 26 Chilean flamingos. They’re among the most colorful animals at the zoo, with their deep coral feathers.”

There is also a baby African elephant, Penzi, who reportedly loves cucumbers, crushing boxes and rolling in the dirt.

The zoo focuses on conservation, education and connecting people with the natural world

Mortimer Farms is celebrating its 11th anniversary and is located on 324 acres, 60 acres of which are open to the public.

The grounds include a barn and country store, and farm-inspired rides, games and activities.

“We have miniature horses, calves, donkeys, goats, sheep, bunnies, chickens, ducks – lots of animals to feed, pet and hang out with,” said Ashlee Mortimer, who is the chief marketing officer at the farm. “It’s super fun to have that animal interaction with guests. In May, we’ll have quite a few babies. I love spring and all the babies that come along with it.”

The farm has about 40 varieties of vegetables growing at various times. “Guests can come out and pick all day in the fields, whatever is available,” she said. “Right now, we are picking asparagus and cilantro. In a few weeks, depending on the weather, we should have strawberries.”

The Agua Fria River borders one side of the long, narrow farm

A grassy, shaded area will be avail-



Mortimer Farms in Dewey invites children out to pick strawberries. Courtesy photo

able for families, who will also be given free box lunches.

“The event is held outside over several acres to allow for distancing of participants,” said Trisha Riner, who is FIC regional director for Northern Arizona.

There will also be volunteers on hand to help people enroll in AHCCCS if they don’t have health care and need assistance completing paperwork or are missing documents.

Attendance is limited for both events and families must register in

advance. For more information, visit familyinvolvementcenter.org/get-involved/childrens-mental-health-awareness-week.

To reserve space at Reid Park Zoo in Tucson for May 8, contact Vianey Verdusco at 520-591-8602 or Vianey@familyinvolvementcenter.org.

For a spot at Mortimer Farms in Dewey for May 15, contact Trish Riner at 928-713-3248 or Trish@familyinvolvementcenter.org. **FBN**

BASHAS continued from page 12

widely available to all, by removing the considerable cost and complexity in the local food supply chain and digitally connecting grocers with new local suppliers.”

By streamlining the procurement-to-payment process, Forager’s online and mobile platform saves time and costs for grocers, co-ops, farmers, producers and other buyers and sellers of local food.

“For supermarkets, the platform is intuitive, easy to use, and cost effective,” Blunda said. “It allows operations to quickly scale without being hung up on manual processes that can stop local programs from growing.”

He added that farmers can seamlessly connect with suppliers and manage all transactions “so they can go back to their trade without having to worry about the back-end business.”

The new effort with Bashas’ is a pilot program for Forager.

“The launch phase of our relationship is certainly an opportunity for both Bashas’ and Forager to confirm that our partnership will truly drive the evolution of local at Bashas’ that we are both excited to achieve,” said Blunda. “We are both very confident of success, but testing and refining our approach before we scale across their full store footprint is vital.”

So far, local suppliers have been happy with the addition of the Forager process to Bashas’ grocery outlets.

“Absolutely. We are getting a lot of positive feedback and the local suppliers are finding the process much easier than going at it alone,” Mayer said. “In addition, many suppliers are excited because we are actively seeking them out for our stores.” **FBN**

FLYING continued from page 13

er, we’ve been able to brighten the holidays for hundreds of families and bring warmth and joy, food and toys into their homes, no matter what their circumstances.”

April marked Babbitt Ranches’ 135th anniversary of operations in Northern Arizona. Two of the original five Arizona Babbitt brothers, David and Billy, stepped off the train at the Flagstaff depot on the clear, chilly morning of April 7, 1886, and noticed the beauty of the San Francisco Peaks crowned with snow. “It’s an extraordinary sight,” said Cordasco. “I imagine that David and Billy had that same feeling of, ‘This is home.’”

The young men were traveling from their hometown of Cincinnati, Ohio, and exploring locations out West to realize their dream of becoming cowboys. They were prepared to pay \$20,000 for a cattle herd and healthy grassland with access to water in the Flagstaff area of the Arizona Territory. For the price of \$17,640, the brothers agreed to buy 864 head of cattle, which came with 19 cowponies, leaving enough money left over to cover their travel expenses.

Within the first three weeks, the Babbitts branded the cattle with the CO Bar brand, a nod to their hometown of Cincinnati, Ohio, where they operated the family grocery store. It was there that the brothers were inspired by travelers’ stories of the Western Frontier and bravely heeded the call to “Go West.”

Today, the pioneering land company has more than 7,500 head of



Flagstaff Fire Captain Ray Gonzalez, firefighter Kate Williams and Babbitt Ranches President and General Manager Billy Cordasco reach the flagpole atop the Babbitt Brothers Building from the Station 4 ladder truck.

Photo by V. Ronnie Tierney, Fresh Focuses Photography

Hereford cattle and an award-winning horse program. The ranch covers 750,000 acres of private, state and federal land across Northern Arizona. Babbitt cowboys call on the same time-honored skills that were important 135 years ago to ride, rope, brand and engage in long-held traditions like the Spring and Fall Works and the Babbitt Ranches Annual Hashknife Colt Sale.

“The Babbitt family, Ranch Coun-

cil and broader Babbitt Ranches Community are passionate about character, nature and community,” said Cordasco. “The values and principles that have shaped the family business since 1886 continue to guide us as we plan our future endeavors.”

The Babbitt Ranches vision for the future includes organizational sustainability and succession with a focus on agriculture, renewable

energy, landscape-scale conservation, dark skies protection, scientific discovery, golden eagle conservation and an Outdoor Recreation Ethic Attitude, a company initiative.

“The decisions we make today are on behalf of our children, our grandchildren and their children,” said Cordasco. “And that is our motivation as we forge ahead with meaningful new business, environmental and community opportunities.” **FBN**

HAPPINESS continued from page 31

FIVE ACTIONABLE PATHS TO HAPPINESS: FOUR OF THESE TAKE TWO MINUTES A DAY; THE FIFTH TAKES MORE.

- Gratitude. Every day, share or write down three NEW things for which you are grateful. Strive to make them different each day and give details. List the WHAT and the WHY. Remembering small things can have more impact than big things.
- Experience. Take two minutes to journal one meaningful experience that’s occurred in the past 24 hours. Write down three details about it. As you recollect the

details of an experience, your brain doesn’t differentiate between past and present (actual experience and visualization). You then commit that positive experience to deeper long-term storage and double its impact. By attaching meaning to one event, your brain judges your entire day through a lens of greater meaning and creates pattern-habits of positive perception.

- Movement. Studies show that 15 minutes of cardio just three times per week is the equivalent of taking a pharmaceutical anti-depressant. Exercise also seems to be a “gateway drug” that leads to other

positive changes and the motivation to undertake them.

- Meditation: Follow your breath for two minutes. This simple action significantly reduces stress and anxiety while increasing concentration and access to joy.
- Connection: Take two minutes to write a text or email praising, thanking or encouraging one new person each day. This can create an ecosystem of happiness that not only strengthens our connections to others, but our relationship to ourselves. The greatest predictor of long-term happiness is our social connectedness and how deeply and

meaningfully we feel connected to others. Social connection is as predictive of our longevity as obesity, hypertension and smoking.

Twenty-one days of these practices will turn them into habits.

In addition to these actionable steps toward happiness, naturopathic medicine offers a wide compendium of natural pharmaceuticals and approaches in the field of naturopathic psychiatry. For those needs, please see me at Aspen Integrative Medical Center in downtown Flagstaff. I’m here and so very willing to help. **FBN**

Dr. Kären van der Veer has more than 20 years of experience as a physician, acupuncturist and educator. Her career has been defined by her passion for and devotion to serving others. She currently teaches at Northern Arizona University and sees patients at Aspen Integrative Medical Center, located at 323 N Leroux, Suite B, in Flagstaff. For more information, call 928-213-5828.



Tip of the Month:

Never turn your heat off if you are a seasonal resident. Even if you turn your water off, but do not drain your system, it is still susceptible to freezing. Heat should always be at min. 50 degrees. Leave cabinet doors open

HOSPITAL continued from page 1

Flagstaff in late April.

"You can work in health care your entire career and never have the opportunity to reimagine what health care should be delivered," said Tinkle. "What we envision is not only an acute hospital with an ambulatory campus, but really a wellness village that's a destination for all of Northern Arizona. Some of the new features that we expect to see on the platform itself, being the hospital and ambulatory clinic, will be more open spaces, more natural light, more modern infrastructure and technology to take care of all the patients, [with] more respite spaces for families. And then on the broader campus, we expect to see more wellness offerings such as yoga, healthy food options, eventually some residential development over our commercial spaces, etc."

NAH Vice President of Construction and Real Estate Steve Eiss says the project, expected to be approved by the end of the year, will be a "huge economic development engine" for Flagstaff, starting with the development process.

"We are anticipating at peak, 750 to 800 construction workers on site at any given time," he said. "That is not inclusive of engineering and architecture staff that we feel will be in the 50 to 60 jobs range. So, we're talking about four to five solid years

of construction creating not only jobs in that industry, but also dollars to be spent in the Flagstaff community by these workers."

"That doesn't include the other 120 acres that will be developed into the future and the construction and businesses that will locate there and begin to contribute to the economic viability and thriving, quite frankly, of Flagstaff," added Spyrow.

Officials say a Health and Wellness Village is a relatively new concept in health care, bringing onto one site clinical and hospital-based health care, outpatient services, rehabilitation, sports medicine, and residential and patient or provider housing. Amenities such as spas, gyms, health food stores and restaurants also could be in the mix as all of the experiences are designed to have a central location for services, and to focus on keeping populations well.

"We are developing a healthy lifestyle destination in Flagstaff that will take care of Northern Arizona residents with an emphasis on wellness, innovation, virtual and world-class care," said Tinkle. "We will create a gathering place for the community. This will be a sanctuary highly integrated with its natural environment that helps community members relieve stress and engage in healthy lifestyle choices."

NAH officials say the concept for the health village is being influenced by the impact of COVID-19. "Through the pandemic, we went through some really tough times with our staff and all the patients that we take care of. The facilities did not meet the needs for all of the communities that we serve in a global pandemic situation," said Tinkle.

He described the challenges and heartbreak doctors, nurses and families faced. "Initially for the patients, families could not visit because we did not have appropriate ventilation systems for them to come in and see their loved ones. So, oftentimes, the nurse was the one enabling that final good-bye to the loved one through an iPad as they held their iPad in front of them and watched the loved one pass away on a screen. This is not the way we want to deliver health care in the future," he said. "We envision in the new facility, we'll have better technology that we can get people more integrated in the care delivery and if we ever get in a situation where we can't allow visitors, the technology will be in the room."

HKS Architects, a Phoenix design firm, has been engaged to work on the hospital design. "Some of the things we'll be focusing on and some lessons learned from COVID are specifically centered around single

occupancy rooms, making sure that we have that space for our patients and then specifically the HVAC for the building and having some flexibility in that HVAC system to be able to create negative pressure environments and exhaust our buildings more efficiently than we can in our older facilities," said Eiss.

Spyrow says some aspects of the care delivery industry will never be the same. "Telemedicine has expanded, virtual care has expanded, and so as we design these facilities, we have an opportunity to connect to more people than we ever have before and to design facilities that facilitate that connection and care close to home for many, many communities across Northern Arizona."

The Health Village also is intended to incorporate cultural values of the region. "This is really an opportunity for us to look at who we serve – and one of those major populations is the Native American population – and really look at how we can bring some of their culture and healing into our buildings and bring the outdoor in so people feel like they're close to nature, even as they're sitting in a patient room or maybe an exam room," she said. "We intend for this to be really holistic in our approach."

NAH expects to announce the builder for the project in early June.

"Most likely that contractor will not be located here in the Flagstaff area because of the size and complexity of this project, but we have made a commitment to use, as much as we can, local workers and local businesses as they subcontract work out over the next five years for this project," said Spyrow.

The anticipated Health and Wellness Village, advanced technology and healing environment is expected to help NAH recruit and retain top physicals, nurses and technicians.

Officials had explored options for updating the aging Flagstaff Medical Center, but determined the space was too constrained. "We have an inability to grow in any direction outside of having to cannibalize our space, which was looked at early on and it involved so much trouble and rework within the existing facility and would be such an impact to patient care that it was deemed as a project that couldn't be successful for our patients," said Eiss.

As NAH makes the transition from Flagstaff Medical Center, there will be a time when both campuses are operating. Eiss says NAH will be working with the city as it updates its general plan to determine the best use for the FMC property to meet community needs. **FBN**

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KATALYST continued from page 1

every year. We want to draw from local talent, but we'll need to bring in people with very specific skills."

The company does research and development around the manufacture and assembly of spacecraft components in low-Earth orbit. "OSAM [On-orbit Servicing, Assembly and Manufacturing] is an umbrella term for what we are doing," said Lee. "Our satellites are designed to plug and play, mix and match with components that robotics can change over time." Currently, they are working on prototypes on the ground. Their target timeframe to get things into the air is 2024-25.

As part of one of the key industries identified by the City of Flagstaff,

Katalyst Space Technologies fit a criterion for the Job Creation Incentive, said Fitchett. The key industries targeted by the city to incentivize are:

- Astronomy
- Bioscience and Healthcare
- Education
- Environmental Technology
- Manufacturing
- Research and Development
- Software and Information-Based Technology

When Katalyst Space Technologies began forming in late 2019, they considered other cities such as the space hubs of Seattle, Los Angeles, Washington, D.C., and Colorado's Front Range.

"We wanted to start this company and push boundaries in this industry, but it [the startup] coincided with the unraveling of the COVID pandemic," said Lee, who launched the company in 2020. "The pandemic made it hard to begin networking in other cities – to meet the right people."

Lee studied at Embry-Riddle Aeronautical University and in Northern Arizona since 2013, with a couple of years' hiatus to work at Raytheon in Tucson. "We all have a strong connection to the area. We went to a Moonshot event right before the pandemic. The subject – intellectual property – caught our attention."

At the Flagstaff event, Lee says they discovered that "these are folks we'd like to explore continuing to work with." Since then, Moonshot at NACET has helped Katalyst Space Technologies with mentorship and guidance in securing capital.

To qualify for the Job Creation Incentive, Katalyst Space Technologies had to locate their business within the Flagstaff city limits. That wasn't difficult because, in addition to education, mentorship and facilitation with connections to capital, the incubator and accelerator at Moonshot provided affordable office rental space.

Fitchett outlined that another criterion for the Job Creation Incentive is that the company must create a minimum of 10 new permanent full-



Katalyst Space Technologies founder Ghonhee Lee studied at Embry-Riddle Aeronautical University in Prescott before bringing his company to Flagstaff.

Photo by Stacey Wittig

time jobs within the first 12 months that pay above the Coconino County median wage of \$20.04 per hour.

"The lifestyle that Flagstaff offers makes it an awesome place to be," said Lee, who said that they are working with the U.S. Air Force to mitigate threats from collisions with space debris. "Academic research projects at NAU are a good opportunity for future collaboration. The USGS's earth imaging and Lowell's scientific mission could benefit from

the tech we're developing."

Lee added that the city has been supportive and helpful. "The city has been open to new business – it's the mindset that we like to see."

"We're excited to see what Ghonhee and his team will do here in Flagstaff," Fitchett concluded. **FBN** Katalyst Space Technologies: KatalystSpace.com View the City of Flagstaff Economic Development Program and incentive programs at ChooseFlagstaff.com.

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