

## MORE JOBS CREATED IN FY2005



The Arizona Department of Commerce helped create 9,600 high-wage, high-value jobs throughout Arizona in fiscal year 2005. The average salary is \$41,500. Thirty-seven companies have expanded or located across the state making a capital investment totaling nearly \$660 million.

We've been saying for years that economic development requires an integrated approach that assists communities in building their capacity to attract good jobs. Often we begin a relationship with these companies that may take years before culminating in jobs and capital investment. As this relationship unfolds, the companies get to see multiple options within Arizona and form additional partnerships at the regional and local levels.

Commerce's Business Development and Attraction Division markets Arizona globally to promote inward investment, and provide resource assistance for growing Arizona companies as well as those considering Arizona as a new location. Bull Moose Tube located in Casa Grande after learning about the state's business climate during the Governor's Trade Mission to the United Kingdom. Tomcar located its operations to Phoenix from Israel. In all, nearly three thousand more jobs were created in FY2005 than in FY2004.

There are some notable companies choosing Arizona: Verizon will add 1,200 jobs at a new Chandler location; E-Bay will locate in Phoenix; Monster.com's parent company will establish its Western Headquarters in Tempe; and Norwegian Cruise Lines is locating a sales center in Mesa.

( **JOBS** Continued on page 2 )

## COMMERCE TOURS ARMORWORKS

From Left: Armando Bras, Director of International Trade; Rosalyn Boxer, Assistant Deputy Director of Workforce Development; Robert Codney, ArmorWorks; Jaye O'Donnell, Director of Business Development and Attraction.



ArmorWorks recently attended the 2005 Paris Air Show and was part of the Arizona contingency exhibiting at the world's largest air show. The company just signed an agreement with U.K. based Martin-Baker to supply armor components for the manufacture of ejection seats for military aircraft. ArmorWorks specializes in body, vehicle, and aircraft armor composed of ultra hard ceramic and other composite materials. They employ approximately 200 employees in their Tempe facilities but are in the process of adding additional assemblers as a result of increased business generated by defense contracts.

"As a small-business in our state that has participated in two of our largest trade shows in Europe, allowing them to meet and ultimately close a significant business transaction that represents a potentially lucrative opportunity for them," said Armando Bras, Director of International Trade at Commerce.

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Rural Arizona claims 10 of the companies, accounting for 1,092 new jobs. Besides Bull Moose Tube, Plastic Technology located in Casa Grande. Machine Solutions expanded its Flagstaff operations. Wal-Mart located a distribution center in Kingman. Aqua Glass located to Kingman. Associated Materials and Northwestern Industries both located to Yuma. Northeast Industrial located in Camp Verde. Bobcat Industries relocated its testing and training operations to Sahuarita. Advanced Ceramic Research expanded near Tucson. Republic Plastics located to San Manuel.



### EXPLORE TRADE OPPORTUNITIES, JOIN MISSION TO MEXICO CITY

The Arizona Department of Commerce International Trade and Investment Division is conducting a trade mission to Mexico City October 3-6, 2005. Small and medium sized Arizona companies interested in exporting should take advantage of this opportunity to expand their businesses into the Mexican market. Our goal is to match Arizona firms with pre-qualified potential business partners in the Mexico City area.

Mexico City, known also as the Federal District or D.F., is the capital city of Mexico. The city is the seat of the Federal Government and houses all the ministries, most government agencies, and over 280,000 firms. Mexico City and the 21 principal municipalities of the surrounding State of Mexico are home to 40 percent of Mexico's industrial base. Mexico City is the most important distribution center in the country. During the last five years, major U.S. retail stores such as JC Penny's, Wal-Mart, Home Mart and Office Depot have opened new stores and sell many U.S. and local products to Mexican customers. Also, there are more franchise restaurants and stores in this area than any other part of the country. Leading exports for U.S. products are: Automotive Parts & Supplies, Electronic Components, Building Products, Telecommunications Equipment & Services, Computer Hardware, Software, & Services, Franchising, Food Processing & Packaging Equipment, Water Resources Equipment and Services, Pollution Control Equipment, Security and Safety Equipment, Electrical Power Systems, Airport Equipment and Services.

Arizona's Trade Office in Guadalajara, Mexico will schedule one-on-one meetings in Monterrey with prospective clients in the Mexican market. Appointments are limited to two days so that you can interview the maximum number of good candidates with a minimum amount of time away from the office.

Space is extremely limited. To determine eligibility for the trade mission, interested parties should contact Fernando Jimenez at (602) 771-1157 or by email at [fernando@azcommerce.com](mailto:fernando@azcommerce.com).



Director Gilbert Jimenez presents \$193,000 Job Training Grant to Gino Inman, CEO of Republic Plastics, on August 23 at the companies newest location at the old BHP mining operation in San Manuel.

Many of the companies see advantage in Arizona's business incentives. As an example, Republic Plastics was awarded an Arizona Department of Commerce Job Training grant in the amount of \$193,182 for hiring and training 25 new employees. Republic Plastics is also pre-qualified for an Enterprise Zone tax credit, which offers significant property tax and corporate income tax savings. Additionally, Pinal County plans to submit an application to obtain funds from the Economic Strength Project program at Commerce to fund upgrading the public road connecting Republic Plastics' new facility to Reddington Road.

The Arizona Department of Commerce Business Development and Attraction Division operates as a single point of contact for statewide site selection and business resource assistance. Contact Jaye O'Donnell at 602-771-1124 to learn more about advantages Arizona offers.

Gilbert Jimenez, Director

**Related Article: Current locates on page 5.**

## TOP ATTENDANCE FOR GOVERNOR'S RURAL DEVELOPMENT CONFERENCE IN ORO VALLEY



*Regional Partnerships: Expanding Opportunities* the theme of the 31<sup>st</sup> annual Governor's Rural Development Conference foreshadowed the collaborations and direction Arizona's economic development leaders carry home to their communities. More than 650 attendees gathered at Oro Valley's Hilton El Conquistador Resort August 17-19.

This marked the third year that AAED partnered with the Governor's Office and the Arizona Department of Commerce to present the conference. The focus is to select sessions that help strengthen the economic vitality of all parts of Arizona. All were heavily attended.



Commerce sessions focused on rural growth issues, small business, energy needs, and global business attraction.

The "Rural to Global" Presentation offered an overview of Arizona's export statistics and resources provided by Armando Bras, Director of International Trade at Commerce. The session focused on local and federal resources available to assist small and medium sized companies in rural areas. Joining Bras' presentation were Eric Nielsen from the US Foreign Commercial Service, Jim Pippner from the SBA office of Arizona, and Nancy Gracia-Gungor from Apache Nitrogen Products.

Charlie Gohman, Manager of Building Science and Efficiency in Commerce's Energy Office focused on affordable housing and energy efficiency. The presentation provided information on applied building science and the impact that it is having in the new housing market in Arizona. It included information on a number of building specifications that when incorporated into the construction process, can vastly improve a home's energy efficiency with little or no increase in costs. The Energy Office offers assistance with training and technical assistance to implement these concepts into affordable housing programs

Commerce's Rural Representatives each provided a snapshot of the major activities and events in their respective regions. The focus on Regional Development was centered on the Regional Economic Plans (REP)

and the progress made to date. Rafael Tapia presented the Navajo/Hopi and Tribal Nation's activities and projects. Roberto Rios presented the Southern, South Eastern and South River projects and programs. Lynda French described the activities in the North River and Canyon Regions. Joan Bethel spoke about the accomplishments and goals of the Yavapai and Mountain regions. Bill Bolin concluded with a description of projects and programs taking place in the Plateau and Mining regions.

Regionalism goes beyond municipal boundaries. Partnership among communities, tribes, committees, organizations and institutions expands effectiveness.

The Arizona Department of Commerce and the Arizona Association for Economic Development (AAED) joined Governor Janet Napolitano in announcing the city of Flagstaff will host the 2006 Governor's Rural Development Conference (RDC) in partnership with the AAED. The 32<sup>nd</sup> Annual Governor's RDC will be held from Wednesday August 16 to mid-day, Friday August 18. Northern Arizona University's du Bois Center will host the 2006 Conference sessions, and the primary conference hotel is the Radisson Woodlands Hotel.

Corporate sponsorship opportunities are available now by contacting Conference Sponsorship Chair, Dee Dee Bark at 480-998-1489, or [deedeeb7@cox.net](mailto:deedeeb7@cox.net). Registration and program specifics are still under development.

## GOVERNOR PRESENTS 2005 EXCELLENCE IN RURAL DEVELOPMENT AWARDS



Governor Janet Napolitano and Arizona Department of Commerce Director Gilbert Jimenez congratulate Queen Creek Mayor Wendy Feldman-Kerr on the towns 2 Excellence in Rural Development Awards.

Governor Janet Napolitano presented the 2005 Excellence in Rural Development Awards at the conclusion of the three-day Governor's Rural Development Conference (RDC) in Oro Valley.

These awards acknowledge outstanding economic development strategies, community projects and partnerships involving municipal and county governments, communities, community organizations, associations, non-profits, and service clubs.

Director Jimenez and Governor Napolitano at the luncheon wrapping up the 31<sup>st</sup> Annual RDC held in Oro Valley at the Hilton El Conquistador Resort.



There are nine award categories listed below along with the name of the award, honoree(s) and project:

- Community Planning – The community of Cornville for seeking out the help of its residents to develop and write its community plan
- Stewards for Public Lands – Town of Clarkdale, City of Cottonwood, Yavapai County and the Prescott National Forest for coordinating volunteer efforts to maintain public places
- Workforce Development – The Verde Valley Partnership for Manufacturing for helping familiarize high school students with career paths in manufacturing
- Public Works, Facilities & Services – City of Kingman for their Kingman Area Regional Transit (KART) Service
- Innovative Economic Development Practices – The Southern Arizona Border Communities for their Asset Building and Community Development Initiative which is a collaborative effort involving Douglas, Nogales and San Luis to provide low-income business owners with loans and technical assistance to help them grow
- Parks & Recreation – Town of Queen Creek for their Desert Mountain Park
- Arts and Humanities – Town of Queen Creek for their Performing Arts Center
- Business Assistance & Development – Gila River Indian Community for their Entrepreneurship Program that has awarded more than 40 micro-business loans and has created new sources of income, job development, and a stimulated economic vitality
- Leadership Development – City of Casa Grande for their Leadership Academy in which participants learn about city government and of which 18 graduates of the program now serve on standing boards, commissions and committees.

### **GOVERNOR PRESENTS 2005 MAIN STREET AWARDS**

Governor Napolitano recognized recipients of the 2005 Commerce Main Street Awards presented to winners from Casa Grande, Florence, Payson, Prescott and Sedona. These awards distinguish the people and projects responsible for revitalizing Arizona's downtown areas.

There are twelve categories for the Commerce Main Street Awards listed below along with the name of the award, honoree(s) and project:

- Main Street Individual of the Year – Shirley Tolley, of Sedona, one of the founding members of the Sedona Main Street Program
- Business Excellence Award – Florence MOLB Enterprise, family business that has invested more than \$500,000 over the past five years in the community
- Best Special Event – Casa Grande Main Street Program for their "Art in the Alley" event
- New Building Project – Arroyo Roble Shops, of Sedona, for constructing a high quality and attractive building to enhance the existing hotel business
- Best Public Improvement – City of Prescott, for their long-awaited "Garage on Granite" parking project
- Best Economic Restructuring Story – Sedona Center Park, owners converted an eyesore driveway in front of the restaurant into a public park area
- Best Public/Private Partner – "Pedestrian Park" – City of Casa Grande, for transforming a blighted dirt corner into an attractive park with art features and 16 parking spaces
- Best Promotional Material – Prescott Main Street Program, for setting-up a three-sided kiosk located on the Courthouse Plaza, includes an events calendar, an advertising panel, and a directory of downtown businesses
- Best Main Street Large Scale Renovation Project – Uptown Mall in Sedona for renovating a two-story high open mall space into an inviting open space that is beautifully vibrant
- Best Main Street Medium Scale Renovation – Romance Cottages in Payson was originally built in 1915 with electrical wiring located on the outside walls. Great care was taken to recreate the historical exterior ambiance made possible with a Community Development Block Grant and the property owners funding.
- Best Main Street Small Scale Renovation – Cottage Gallery in Sedona made renovations and property improvements to preserve the historical value and expand the artistic and economic base of Sedona
- Historic Preservation Project – Harvey Niemeyer House in Florence was built in 1874. The adobe walls, brick veneer, electrical, plumbing and wood floors were repaired. This once dilapidated home has been returned to its original splendor and is now used as an office and meeting space.

In rural Arizona, Main Street has provided guidance for more than \$145 million in local reinvestment since 1986. This represents a return ratio of \$97 of investment for every state dollar spent. Of equal importance is growing community pride and an improved quality of life.

**ArmorWorks** (Continued from page 1)

“This is the kind of success story that puts a feather on everyone’s cap,” Bras added.

On August 4<sup>th</sup>, Robert Codney, Vice-President of ArmorWorks gave several officials from global business development and workforce development a tour of the manufacturing facilities of ArmorWorks. The Tempe based company engages in producing hi-tech ballistic armor. The two-hour meeting included a tour of the manufacturing testing chamber, and quality control operations of the company, preceded by a meeting with Robert Codney, director of human resources Kathy Thorne and director of marketing Richard Bass.

The discussions held that morning center around the company’s future growth and how Commerce can assist them through the various programs and services available for business retention and expansion.

responders the unprecedented ability to communicate in extreme underground environments such as caves, tunnels, mines, and collapsed buildings.

This is the second SBIR Phase II grant received by Kutta using the Arizona Fast Grant funds. Since the first Fast Grant Award in 2003, Kutta has received over two million dollars in federal government funding and expects much more funding in the future, as well as additional revenue from the commercialization of the resulting products.

Investment in bold and innovative technology-based ventures across Arizona affirms Commerce’s commitment as a leader in this highly competitive industry. These grant results will only enhance partnerships with new, hi-tech businesses, create new jobs and positively contribute to Arizona’s economy.

Other AZ FAST grant winners that have seen results with SBIR grants include Paragon Space Development Corporation, GW Medical Technologies, Crawdad Technologies, and Kinetic Muscles, Inc.

**JOB TRAINING GRANTS**

Rosalyn Boxer, Assistant Deputy Director of Workforce Development, presents \$7,591 Job Training Grant to members of the Arizona Sports Complex in Glendale.



The 2005 AZ FAST grant awardees total more than 20 companies.

The AZ FAST is a \$95,000 grant, with matching funds from the Arizona Department of Commerce, which is earmarked for education and grant programs that will help technology entrepreneurs in Arizona commercialize their technology through the federal SBIR & STTR Programs.

Company	City	Grant Amount	Workers Trained
Dial Corporation	Scottsdale	\$147,735	500
Republic Plastics	San Manuel	\$193,128	25
Spectra Physics	Tucson	\$127,101	142
Wulfsberg Electronics	Prescott	\$71,209	44

**COMMERCE AND NEW JOBS: JULY/AUGUST LOCATES & EXPANSIONS**

More than 800 new well-paying jobs are on the way to Arizona thanks to the work of The Arizona Department of Commerce Business Development and Attraction Division and its economic development partners.

**Bank of America** is growing its divisions in Phoenix, which will create 521 new jobs. **Lockheed Martin** plans 250 new jobs at its Prescott Valley site. **GECO** in Mesa is adding 4 jobs. **FatPipe Networks** is locating to Phoenix with 40 jobs. FatPipe Networks is the inventor and multiple patents holders of router clustering technology that provides the highest levels of redundancy, reliability, speed and security for the deployment of mission critical applications over a wide area network. FatPipe products are deployed in some of the most mission critical and highly secure WANs in the United States and abroad.

**AZ FAST GRANTS PRODUCE INCREDIBLE RESULTS**

Since its inception in 2003, the Arizona Department of Commerce’s Federal and State Technology (AZ FAST) program has resulted in \$3,190,000 federal Small Business Innovative Research (SBIR) grants for Arizona companies.



This month, Kutta Consulting was awarded an Army Phase II Small Business Innovative Research (SBIR) award for \$780,000 to build a subterranean wireless communication system. Kutta's radio system will provide soldiers and first

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**MOVING ARIZONA  
FORWARD: STRATEGIES  
FOR SUCCESS  
COMES TO FLAGSTAFF**

*Where is Arizona's economy headed? We're not just growing - we're on fast-forward, racing into a future that today is undefined. Whatever place citizens call home in this vast and varied state, chances are excellent that in 10 years it will be a different place.*

The Commerce and Economic Development Commission (CEDC), the strategic planning and initiatives arm of the Arizona Department of Commerce are developing a ten-year economic strategy for Arizona. *Moving Arizona Forward: Strategies For Success* presents a vision for our economy and the strategies state government must pursue to fulfill it. *Moving Arizona Forward* succeeds the Arizona Strategic Plan for Economic Development from the early 1990s, and reflects the dramatic, transformational changes in the global, national and state economies in the last decade as well as those anticipated in the future.

The CEDC wants your input on *Moving Arizona Forward* and is holding its next meeting on **Friday, September 9, 2005 from 1:30-3:30 PM at Little America in Flagstaff.** A preview of the draft strategy will be presented followed by a discussion session to solicit feedback. **Please RSVP to Betty at [bettyc@azcommerce.com](mailto:bettyc@azcommerce.com) or 602-771-1168.**

For more information on *Moving Arizona Forward*, including schedules for future presentations, visit the Arizona Department of Commerce website at [www.azcommerce.com](http://www.azcommerce.com) and click on the *Moving Arizona Forward* icon.



**GROWING SMARTER  
GUIDING PRINCIPLES:  
LISTENING TO YOU**

Several years ago, state lawmakers passed the Growing Smarter Acts putting into place a framework to help communities plan their growth. Now as Arizona nears its Centennial, the people of the state must assess the success of the Growing Smarter Acts to ensure that Arizona's natural and built environment remain desirable now and in the future.

The Growing Smarter Oversight Council (GSOC), a diverse group of 24 Governor appointed volunteers, is sponsoring 18 Community Listening Sessions throughout the state July 25<sup>th</sup> to October 6<sup>th</sup> to hear Arizona's ideas about quality growth. Three foundational questions are being addressed: Everybody knows

Arizona is growing. But where are we going? What will your ideal future community be like? How will we know when we get there? Arizonans and their leaders in large and small communities throughout the state can only answer these questions locally. Answering these three questions will put Arizonans on the road to resolving issues that will result in their legacy to coming generations.

The GSOC will use this statewide compilation of comments to develop a set of Growing Smarter Guiding Principles to recommend to Governor Napolitano before the end of the year.

Over 250 people have participated in the eight Listening Sessions that have taken place to date and shared their ideas for guiding Arizona's growth in the coming years. Water, housing, diversified economies, resource stewardship, transportation, infrastructure, adequate local level tools and resources, and regional partnerships are among the many major themes emerging. Please take this opportunity as a citizen of this great state to share your thoughts and opinions ~ be heard.

September		
Sierra Vista	September 12 6:00-8:00 p.m.	Sierra Vista City Hall Council Chambers 1011 North Coronado Drive
Nogales	September 13 6:00-8:00 p.m.	Nogales City Hall 777 North Grand Avenue
Tucson	September 14 6:00-8:00 p.m.	Randolph North Clubhouse 600 South Alvernon Way
Casa Grande	September 15 6:00-8:00 p.m.	City Council Chambers 510 East Florence Blvd.
League of Cities and Towns Conference ~ Mesa	September 22 3:30-5:30 p.m.	Mesa Convention Center 501 North Center Street
Arizona Planning Association Conference ~ Prescott	September 29 3:30-4:45 p.m.	Hotel St. Michael 205 West Gurley Street
October		
Yuma	October 3 6:00-8:00 p.m.	Yuma County Health District Office 2200 West 28th Street
Lake Havasu	October 4 6:00-8:00 p.m.	Lake Havasu Police Station 2330 McCulloch Blvd North
Peoria	October 5 6:00-8:00 p.m.	Peoria City Hall – Pine Room 8401 West Monroe Street
Phoenix	October 6 6:00-8:00 p.m.	Location TBD

For information about the Growing Smarter Guiding Principles project, call the Arizona Department of Commerce Community Planning Office at (602) 771-1128 or visit [www.azcommerce.com](http://www.azcommerce.com) or email [guidingprinciples@azcommerce.com](mailto:guidingprinciples@azcommerce.com).

## 2005 PARIS AIR SHOW A "SOARING" EXPERIENCE

The 2005 Paris Air Show, the biggest trade show exhibit of the international aerospace community, was a huge success by all accounts and proved particularly profitable for one Arizona company. ArmorWorks, an armor-plating manufacturer based in Tempe, signed an agreement with Martin-Baker valued up to 40 million dollars. The agreement calls for ArmorWorks to provide armor plating for ejector seats and also allows ArmorWorks to have access to Martin-Baker's European customers. A U.K. company, Martin-Baker is one of the largest manufacturers of ejector seats. They also will gain access to ArmorWorks customers in the U.S. market.

According to Peter Whitfield, Program Manager for ArmorWorks, "the fact that we are a small business and that participation in this show is almost cost prohibitive for many small companies like ourselves, joining the Arizona Dept. of Commerce booth at the exhibit hall allowed us to meet with some of the biggest players in the industry". Gil Jimenez, Director of Commerce also added "we make it possible for small and medium sized companies to participate on many international shows at a fraction of a cost, and can arrange for one-on-one meetings with potential buyers, distributors and agents".

More than 61 companies from Europe visited the booth and met with Commerce staff, representing numerous defense and commercial interests. A total of 5 Arizona companies were present this year.

Already the office of International Trade and Investment is making plans for next year's show, which will be held in Farnborough, England.

### NEWS HIGHLIGHTS

➤ On Monday August 15, the Copper Corridor Economic Development Coalition celebrated acquisition of the first ore car for the Ore Cart Trail. This larger car will be displayed at the Aravaipa Campus of Central Arizona College. The Trail will highlight points of interest along Arizona Highways 60, 177 and 77. The CCEDC secured its first \$250,000 for the project from the federal government.



➤ The La Paz Career Center surveyed approximately 250 La Paz County businesses recently. Preliminary results indicate about 25% of the county's businesses are retail.

- Parker's Regional Roundtables have taken on a new name: Downtown Corridor. Efforts to revitalize and re-image downtown are focusing on a western, train theme, with street reformation, walking paths and vegetation.
- In a true example of regional partnership, Nevada Congressman Jon Porter has recently committed \$1.6 million of his \$36 million transportation bill to help fund construction of a second Laughlin/Bullhead City bridge.
- Bullhead Regional Economic Development Authority has a beautiful website, partially funded through a REDI grant. The site contains comprehensive information about the Bullhead City/Laughlin area, complete with growth indicators, demographics and golf, golf, golf. Visit the new website at: [www.bullheadeconomicdevelopment.com](http://www.bullheadeconomicdevelopment.com).
- On July 26-28, the Kayenta Township on the Navajo Nation hosted a 2-½ day summit highlighting the importance of local governance and economic development. Commerce presenters included Small Business Services, Energy Office and Business Development and Attraction. Over 120 participants attended the summit including state and Navajo Nation leaders. The goal of the summit was to address community, economic and workforce development opportunities.
- The Energy Office has partnered with Arizona Public Service to improve energy efficiency in Arizona's school districts by auditing and surveying buildings for energy efficiency retrofits and upgrading with new energy technologies. The aim is to increase awareness to conserve electricity and to promote energy-savings that will contribute to the reduction of the school's electricity usage.
- The Coyote (Coalition Youth Team) project of the Mohave La Paz WIB's Youth Council experienced an explosive summer. Public/private partnerships helped more than 100 local youth participants from Kingman to Parker gain valuable on the job training in fields such as animal care, health care, library services, banking and millworks.
- The applications for ESP round 06-1 were sent out on Tuesday, July 26, 2005 and are due back no later than Friday, September 9, 2005 at 5:00 pm. Contact: Patty Duff: 602-771-1213.
- Phoenix Plastic Products and Laurel Creek Homes were newly certified for property reclassification. Phoenix Plastics, located in Tempe, is a manufacturer of plastic products including liners and bags. Laurel Creek Homes, in west Phoenix, manufactures mobile homes including park models and HUD homes. With a combined investment of \$5.5 million these companies employ 108 full-time employees.

➤ Seven Enterprise Zone companies reported \$282,500 in tax credits for **390 new jobs** and 83 continuing jobs. The companies made capital investment of \$10.8 million in the years represented and paid an average wage of \$14.80 per hour. This is the first activity reported for FY06.

## HAPPENINGS AT COMMERCE

Bill Bolin, the Commerce Regional Representative for the Plateau and Mining Regions, is the new Rural Development Office Director. Bill is a native Arizonan, born in Phoenix, and a graduate of NAU. He is also related to former Arizona Governor Wesley Bolin. Bill is a Project Leader certified by the American Engineering Association.

## ON THE HORIZON

- ❖ PHOENIX, September 13, Outlook 2006: Economic Forecast Breakfast at the Arizona Biltmore. Get answers about the Greater Phoenix economy and real estate market. Call 602-495-2182.
- ❖ TUCSON, September 16, Southern Arizona Minority Enterprise Development: Med Week 2005 at The Z Mansion at 5 p.m. Cost: \$40. Information: [www.tucsonmedweek.com](http://www.tucsonmedweek.com).
- ❖ FLAGSTAFF, September 16, Healthy Forest Enterprise Incentives Presentation at Flagstaff City Hall 9 a.m. to noon. RSVP to Flagstaff Forests Partnership 928-226-0644.
- ❖ TEMPE, September 29, Economic Census Conference. The Arizona Department of Commerce and Salt River Project co-host. Details and registration are available on the Census web site at: <http://www.census.gov/econ/census02/guide/ec02conf.htm>.
- ❖ PHOENIX, October 1, Ahwatukee Foothills Community Expo. Small business networking and marketing 10 a.m. – 3 p.m. at the Pointe South Mountain Resort. Call 480-753-7676.
- ❖ PHOENIX, October 6 at 3 p.m., Commerce will host the Arizona Advantage Awards honoring 18 companies. Location: APS tower at the Arizona Center.
- ❖ PHOENIX, October 12, the 18<sup>th</sup> Annual ATHENA Businesswoman of the Year Luncheon. Nomination deadline: July 29. Call 602-744-0142.
- ❖ PRESCOTT, October 15, Prescott Air Show 8 a.m. to 5 p.m. at Love Field. Info: 928-445-6194.
- ❖ TUCSON, November 9, Mature Workforce Job Fair. Information: 602-542-4710.

- ❖ GLENDALE, November 16, Mature Workforce Job Fair. Information: 602-542-4710
- ❖ PHOENIX, November 30, The Arizona Angel Investment Conference will be held at the Arizona Biltmore. The AAIC is an opportunity to connect early stage entrepreneurs with investors, bankers and wealth and money managers. More information: [www.azventurecapitalconf.com](http://www.azventurecapitalconf.com).

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