

# Economic Development Quarterly Update

3-30-2021





# The Run-Down

**ChooseFlagstaff Website**

**Business Attraction Manager**

**Job Creation Incentive – Katalyst**

**Business Retention & Expansion  
Incentive – CozyHome**

**Innovate Waste/Personal Protection  
Equipment (PPE) – Bee Well**



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## Flagstaff's key industry sectors include:

[Advanced Manufacturing](#)

[Bioscience](#)

[Digital/e-Commerce](#)

[Health Care](#)

[Tourism](#)

[Astronomy](#)

[Craft Brewing](#)

[Entrepreneurship](#)

[Retail](#)

**Explore these businesses and learn why Flagstaff is home to:**

[ATC Materials](#)

[Deckers Brands](#)

[Electric Torque Machines](#)

[W.L.Gore & Associates](#)

[Joy Cone Company](#)

[Lowell Observatory](#)

[Planet Rider](#)

[Machine Solutions](#)

[Mack Automation](#)

[Nestle-Purina PetCare](#)

[Northern Arizona Healthcare](#)

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**NEW Incentives**

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# New Business Attraction Manager

- **Born & raised in Flagstaff**
- **4<sup>th</sup> generation Flagstaff resident**
- **Graduated from The University of Arizona**
- **Worked for the Town of Sahuarita, Coconino County and The UofA**
- **Interim Business Attraction Manager for 13 months before starting the role full time.**



# Job Creation Program



## Katalyst Space Technologies

**Mr. Ghonhee Lee**

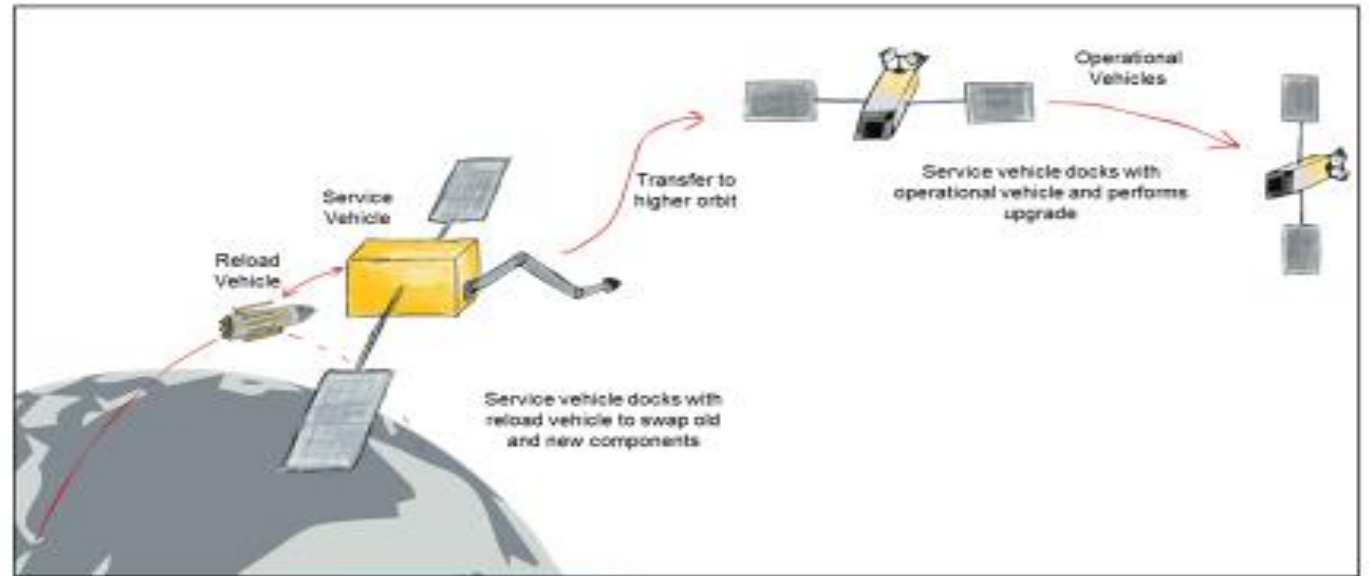


## The Katalyst Vision



### Problem

- Current satellites are designed as "Single-Use" items costing hundreds of millions of dollars
- Pace of technology development has **outgrown** the **capabilities** of current operational model
- Proliferation of artificial satellites and **space debris** in orbit **threaten future access** to space



### Solution

Katalyst envisions a **sustainable satellite architecture** with three parts:

1. Modular satellites designed to be **upgraded** in-space
2. Robotic **servicing infrastructure** to perform routine service
3. "**Plug-and-play**" **modules** that serve as accessories to rapidly meet customer needs

### Value Proposition

- Decreased cycle time
- Significantly lower costs for satellite operators
- Secure sustainable access to space domain





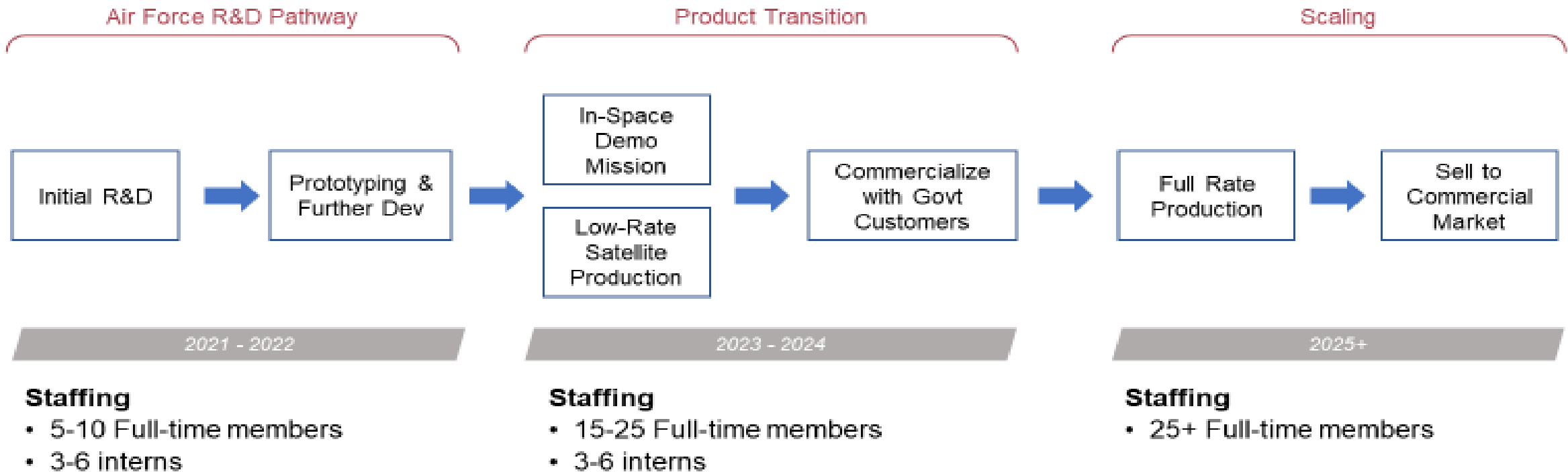
# Job Creation Program



## Katalyst Roadmap



- Launched in May 2020
- Current team includes 5 members
- Relocating to Flagstaff, AZ in partnership with NACET & City of Flagstaff in May 2021





# Job Creation Program



## Current Accomplishments

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Validation of concept from target customers & industry experts



Provisional patents filed on core technology

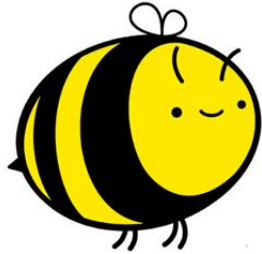


Full-time team at 5 with move to Flagstaff in May 2021



Awarded Air Force R&D Contract, Pending NASA contracts, Close of "Pre-Seed" investment round

# BEE WELL HAND SANITIZER



*Bee Well*  
**Natural Skincare**



INNOVATE WASTE/PPE CHALLENGE 2020



# BEE WELL 2020



# AWARD USE AND BUSINESS EXPANSION

- **IP lawyer**
- **Overhead costs/ facility fees**
- **Natural deet-free bug repellent to market Spring 2021**
- **Continue working towards patent partnership with NAU**





Energy Efficiency and Comfort Specialists

Eli Chamberlain- Owner/Operator

# Background

- Started in 2012, 8 employees
- Energy audits, retrofits, HVAC
- APS Home Performance w/ Energy Star participating contractor
- Performed energy retrofits on over 800 houses in Flagstaff, over 200 Hopi houses
- Energy savings equivalent of making 150+ houses carbon neutral



# Services

- Energy audits (APS- Home Energy Checkup)
- Insulation
- Air sealing
- Duct sealing
- Mini split heat pumps

Currently serving on Sustainability Commission and teaching HEE 101



# Phase Change Material

- Building material that can be easily retrofitted into homes/business to save energy
- Acts as a thermal “battery” to absorb and release heat energy as material changes phases
- “Ice” that melts at room temperature
- Ice takes a lot of energy to make, and a lot of energy to melt





Infinite R



# BRE Grant Proposal

- Initiate pilot program to test Phase Change Material in Flagstaff homes and businesses
- Goals
  - Demonstrate PCMs effectiveness for Flagstaff climate
  - Save energy by reducing heating and cooling, eliminate need for AC in homes
  - Shift heating and cooling loads to non peak hours (reduces peaker plant reliance)
  - Save water by reducing energy usage
  - Create and maintain good paying skilled labor jobs





THANK YOU



**Thank you!**