

ECONOMIC DEVELOPMENT

City of Flagstaff

1/31/2023





Introduction

Our Small But Mighty Team

- 2.5 Full Time Equivalents
- John Saltonstall – Business Retention and Expansion Manager
- Jack Fitchett – Business Attraction Manager
- Creag Znetko (.25) – Brownfields and part of NACET
- Dave McIntire (.25) - Oversight and support across programs (occasional special projects)
- Partnerships – Moonshot, ECoNA, Coconino County other City Divisions and many more





Introduction

Economic Development – City of Flagstaff

- The Economic Development Program
 - Focuses on primary sector jobs (What is the primary sector?).
 - Works with retail and other businesses to help maintain a vibrant economy and reduce leakage (What is leakage?).
 - Seeks to grow diverse and stable economic base and jobs consistent with the Regional Plan and community values.



Introduction



<https://www.youtube.com/watch?v=DRPioDFGWRQ>



Awards & Key Partners



A Chance to Celebrate

- New Member of the Year – Arizona Association of Economic Development

Our Partners

- Economic Collaborative of Northern Arizona (ECoNA)
- Arizona Commerce Authority (ACA)
- Moonshot & NACET
- Workforce Development Board
- Coconino County



Business Attraction Incentives

Job Creation Incentive

- UACJ Whitehall Automotive Industries (Awarded \$25K)

Sustainable Automotive Sales Tax Rebate

- 40 Approved Applications
- Funding has Expired





Business Attraction – End of the Year Successes



- Year in Review

- Over 480+ new business licenses were issued this year!
 - Many of which were small business oriented
- Expansions from UACJ Whitehall Industries & Katalyst Space Technologies
- Name Brand Business Wins





Business Attraction - Looking Ahead

- 31.45-Acre Business Park adjacent to the Flagstaff Pulliam Airport
- The 177-Acre Northern Arizona Healthcare development
- There also are over 1800 acres currently in the development pipeline that are making their way through the City's planning process.
 - Commercial = 169.1 Acres
 - Institutional/Industrial = 405.52 Acres Mixed Use = 49.6 Acres
 - Residential = 281.13 Acres
 - Subdivisions = 906.58 Acres
 - Total = 1811.93 Acres
- 5000+ Dwelling Units are also navigating through the development process or are already under construction!



Business One Stop Shop

- Staff continues to work to create the Business One Stop Shop (BOSS) system that is being designed to help business owners and developers navigate the City's planning process.
- (Phase 1) The website's goal will be to provide information and tools to ease the overall development process, whether you are a first time business owner or seasoned developer.
- (Phase 2) Involves enhancing functionality so that businesses can track permits and understand where they are in the planning processes online.



Buxton Analytics

2021

Employee Count	Count of Businesses
0 - 50	4,319
51 - 100	93
101 - 200	33
201 - 300	7
300+	11
Total	4,463

2022

Employee Count	Count of Businesses
0 - 50	4,488
51 - 100	59
101 - 200	32
201 - 300	8
300+	10
Total	4,597



Placer A.I. Analytics



Property Reports

Overview

Property Info

Visits

Variance

Visitor Journey

Visitor Demographics

Trade Area

Area Analysis

Ranking

Downtown Flagstaff

Flagstaff, AZ

Vs

Southside Downtown Fl...

Flagstaff, AZ

+

Custom Dates

Visits Trend

Venues:



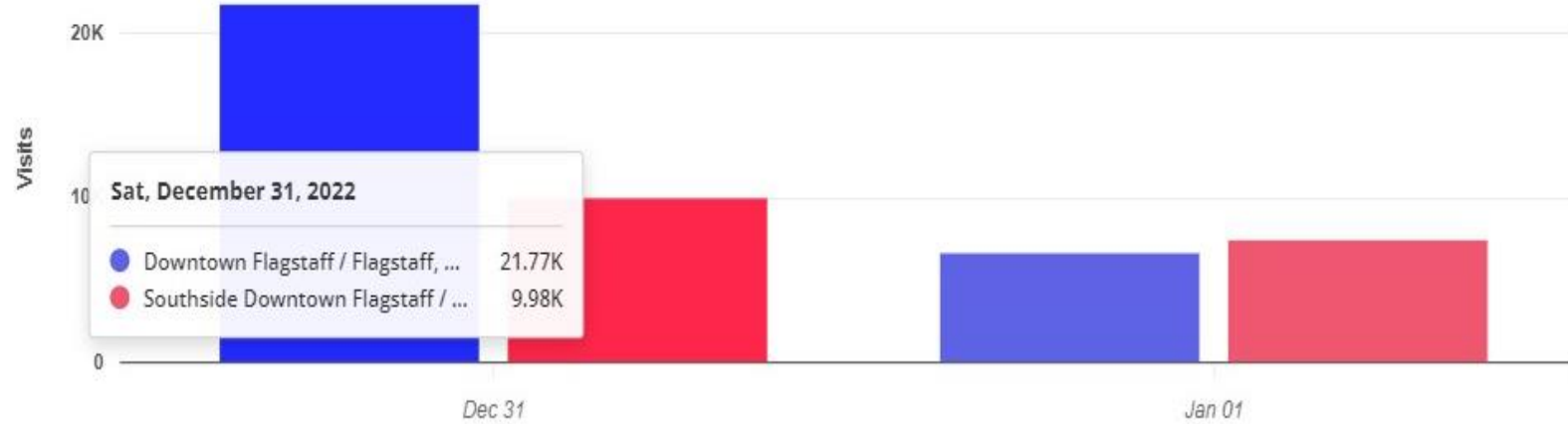
Metric:

Visits

Aggregation:

Daily

Annual Summary:





Brownfields

Northern Arizona Property & Business Revitalization Program

- Funding Still Available (~\$200k)
 - Expires Sept '23
 - Most Recent Public Meeting (lunch and learn today)
 - Social Media Push-Press Release
- Sunshine Rescue Mission and Dorsey Manor
 - Regulated Building Materials (RBM) Survey
 - Received funding for abatement
- Mountain Line Downtown Connection Center (DCC)
 - \$4k Phase I Environmental Site Assessment





Moonshot at NACET

2023 Occupancy

- Incubator
 - Only one office space open
 - 13 Companies
 - 93%
- Accelerator
 - Lots of movement
 - 16 Companies
 - 65%
- Combined 70%
 - Three companies are in the process of moving in February





Moonshot at NACET



The Buildings

- Repairs
 - Started PM Program for HVAC
 - Access Control System
 - Roof Repair
 - ADA Ramp
 - Window Seals
- Coordination with Facilities
 - Much Love





Marketing



Great First Impressions

- Economic Development negotiated a 70% discount for the annual marketing campaign.
- Outlets include Business Facilities Magazine, LA Times, Arizona Daily Sun, Flagstaff Business News.
- Enhancing the City of Flagstaff Economic Development website known as ChooseFlagstaff.com.



Business Retention & Expansion

Help Business to Stay and Grow in Flagstaff

- Be a resource broker
 - Incentives and grants
 - Workforce development
 - Professional Organizations
 - Coordination of efforts
 - Marketing
 - Program development

LOVE ALL, SERVE ALL



Business Retention & Expansion

BR&E Incentive 2022

- Six applicants represented various sectors
- Total amount requested: \$155,000.00
- Total proposed match amount: \$155,000.00
- Total number of jobs retained and/or created: 75
- Average annual wages of those jobs: \$32.50/hour



Business Retention & Expansion

BR&E Incentive 2022 - Awardees

- The Physio Shop anticipates hiring 2 new people (\$65/hr and \$32/hr) for their independent physical therapy office in this calendar year serving more people with professional services and mentorship/internship opportunities.
- CrosswalkLabs anticipates hiring between 10 and 20 people to expand their use of the Vulcan platform providing real-time inventories of CO2 emissions. Wages range from \$25/hour for interns and \$30+/hour for salaried employees.



Business Retention & Expansion

Innovate Waste: The Carbon Neutrality Challenge

- A collaboration between Economic Development and Sustainability to build a sustainable economy one business at a time.
- Entrepreneurial challenge to divert and convert material from the landfill into a product or service, or to remove carbon dioxide from the environment.
- \$30,000
- Restoration Soils and Crosswalk Labs



Business Retention & Expansion

Expansions – a few examples

- Joy Cone Company
- Translational Genomics Institute
- Poba Medical





Business Retention & Expansion



Workforce Development

- Workforce Development Analysis coming
- Youth Talent Pipelines scheduled in Spring



Community Investment



Questions?

THANK YOU!