

SPECIAL POINTS OF INTEREST

THE FOLLOWING ARTICLES AND STORIES CAN BE READ BY CLICKING THE LINKS BELOW.

- Planning made easier—see SEAGO [Calendar of Events](#)
- [Fund Book](#) is an important new resource
- [J Six/ Mescal](#) area needs our help
 - Elder Abuse prevention [Conference June 15](#)
- Border issue: is it [safe](#)? Is it [secure](#)?

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SEAGO NEWS AND DIGEST

Volume 1 Issue 6

JUNE 2011

Solar Installation in Thatcher

By Alison Van Gorp, Pathways Job Developer

The Town of Thatcher, along with SunPumps, Inc., celebrated the installation of a solar pond aeration system at their wastewater treatment facility.

Thatcher Mayor Bob Rivera, the President of the Graham County Chamber of Commerce, Marie Freestone, Robin Boudreau from the Energy Office of the Arizona Commerce Authority, and Jim Allen, Owner of SunPumps were among those in attendance at a ribbon cutting ceremony on May 10, 2011, commemorating the completion of the solar project. There are three separate solar systems installed at the Thatcher wastewater treatment plant. The



Ribbon cutting is happy day in Thatcher

first is a 40.32kW grid tie system. The other two systems consists of a 38.64kW solar array and a 5.5kW solar array to power five SunPumps custom motor controllers and the numerous pond aerators required for the reclamation process.

SunPumps. was awarded a grant for the pond aeration system under the 21st Century Grant program through the American Recovery and Reinvestment Act.

An additional grant was awarded the Town of Thatcher through the USDA Department of Commerce for the solar grid tie system.

SunPumps is a locally owned and operated business in Safford, Arizona. If you have any questions about this project, contact Jim Allen or Joe Lines at SunPumps by calling: (928)348.9652. Or you may also visit them online at:

www.sunpumps.com

Follow-up Meeting With U.S. Dept of Commerce

Many of you are familiar with Matt Baker, International Trade specialist with the U.S. Department of Commerce. Of the 100+ attendees at the April 8 International Trade event held in Douglas, Mr. Baker stood out as a willing partner to co-host future follow-up meetings.

A survey of attendees revealed the following: 100% responded they preferred an informal 'round table' meeting format. 82% indicated they preferred a follow-up meeting 60-90 days after the original meeting date. 65% preferred meeting in Douglas.

75% of the respondents suggested topics for discussion which are now posted to the SEAGO Web site.

Real time deliverables: **Export University**: designed to help U.S. companies begin an export initiative.

Incoterms 2010: Learn the critical information you need to understand and incorporate Incoterms 2010 into your sales and purchase contracts.

NAFTA:

Learn the benefits of using the NAFTA free trade agreement. This program takes you through the process of the FTA and teaches you how to determine product classification and fill out the NAFTA Certificate of Origin.

Thus the genesis for a second event is now on the calendar, tentatively scheduled for Thursday, June 16 at the Douglas campus of Cochise College from 9 a.m. to 12 noon.

[R.S.V.P. here](#)



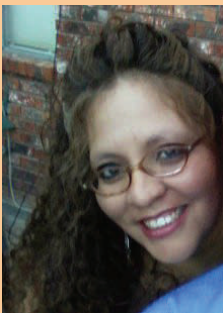
J Six Ranch, Mescal Bridge, Exit 297 before March 15, 2011

You have the



need, we have the expertise, try out a 90 day no obligation web site for yourself**

**some restrictions apply



Sarah Montoya

J Six, Mescal Battle Cry and Story

Are you familiar with West Calvary Lane, North Vidal Trail, West Dark Star Road, or West Titan Drive? Even if these street names do not register with your current driving habits, perhaps it is time to make an effort to find them.

Two months ago on the Ides of March two 18-wheelers collided and caused a spectacular fire that burned with such ferocity the heat irreparably damaged the J Six-Mescal overpass located on I-10, exit 297.

That bridge and exit ramp were the main arterial point for some

40 businesses and churches located in the immediate area.

Fast forward to June 2011. For nearly three months vehicular traffic, which means customers, which translates to jobs and survival – has been cut by some 75%. The bridge reconstruction project is laudably being fast-tracked by ADOT, but it will be October or November before this project is completed.

It is time to place these matters in the hands of the public. It is up to all of us to make every effort to support these businesses so dramatically affected by the bridge

closure. Such events have happened before, roads have washed out, traffic has been diverted due to construction projects, resurfacing, etc. But now is the time to start calling these businesses, buy their products, take advantage of their services and help keep this part of Cochise County and Southeastern Arizona vibrant, busy, and alive.

For more information or if you have ideas on how to support this neighborhood write: economicdevelopment@seago.org

Web site For City, Town, Tribe

Here is a valuable offer for all SEAGO member entities: The SEAGO EDD will build you a Web site, maintain the database, keep postings current, and host it for you for 90 days at no cost or obligation to you.

At the end of the 90 days, we will look at the analytics – page visits, “click-through” numbers, time spent on the Web site, etc. We will analyze the statistics and generate a value report.

erate a value report.

With the increasing import given to the Arizona Open Meeting Law (see article on page 3), having a Web presence is becoming more important every day.

From being able to communicate in real-time with your citizens, staff, tourists, and other visitors to being compliant with ARS 38.431.02 the reasons for having a Web presence is more important today than ever before.

pliant with ARS 38.431.02 the reasons for having a Web presence is more important today than ever before.

Allow the SEAGO EDD to create your Web presence, post your public notices and drive tourism to your corner of Southeastern Arizona. For more information e-mail:

economicdevelopment@seago.org

Pathways Success Story

Sarah Montoya was a successful participant in SEAGO’s Pathways Program, a workforce training initiative designed to put people to work in green industries. Sarah quickly demonstrated a commitment to mastering the coursework and showed a willingness to mentor fellow students. As a result of her performance SEAGO is

now proud to call Sarah a valued member of our team, earning a position as a Pathways Case Manager.

Sarah holds a certificate in Social Work through Cochise Community Col-

lege and successfully completed the Pathways Weatherization program.

If you would like to learn more about Pathway’s or reach Sarah regarding the program, email her at smlewis@seago.org.

Federal FY 12 Appropriations Schedule

Relevant subcommittee schedules linked below. Right click on link to read details.

[Energy & Water Development](#)

Subcommittee: June 2

Full Committee: June 15

[Financial Services](#)

Subcommittee: June 16

Full Committee: June 23

[Interior-Environment](#)

Subcommittee: July 6

Full Committee: July 11

[Commerce, Justice, Science](#)

Subcommittee: July 7

Full Committee: July 13

[Transportation, Housing & Urban Development](#)

Subcommittee: July 14

Full Committee: July 26

[Labor, Health & Human Services, Education](#)

Subcommittee: July 26

Full Committee: August 2

We are posting this information for your information and use. Many of the programs saved from the chopping block this year were saved due to an outpouring from constituents.

How much deeper do you want to see cuts in Housing, CDBG, Transportation, Economic Development, etc.?

It takes action and effort to make a difference. Tell our US Senators and Representatives how these programs affect you, your city, your town, your county. Please be proactive about 2012 funding issues beginning now.

ARS 38-431.02 Open Meeting Law



There are 1324 words contained in the Open Meeting Law (OML). [This link](#) will redirect you to the full text, but due to recent enforcement events around the state involving small cities and towns the timing of this discussion seemed appropriate.

ARS 38-431-.02 A.4.(a) reads: "Conspicuously post a statement on their website or on a website of an

association of cities and towns stating where all public notices of their meetings will be posted, including the physical and electronic locations, and shall give additional public notice as is reasonable and practicable as to all meetings."

ARS 38-431.02 H. reads: "Agendas required under this section shall list the specific matters to be discussed, considered or decided at

the meeting. The public body may discuss, consider or make decisions only on matters listed on the agenda and other matters related thereto".

Penalties for violations include provisions to fine individuals as well as the offending entity. Compliance is not difficult, but you must be vigilant.

It is best to consult with your city, town, or county attorney to verify your compliance with the revisions that took place last fall. (See related article about Web sites on page 2.)

SEAGO Housing to the Rescue

By Julie Packer

During the month of April the housing department was able to inform five families that they had received loan modifications and would be able to keep their homes.

Three families from Douglas,



Homeownership Done Right.™

one in Sierra Vista and one in Huachuca City were awarded modifications.

These approvals required working with the lenders for the past 6-10 months! And it was worth every moment.

The Housing Department provides counseling for homebuyer education, rentals, mortgage delinquency, mortgage default, foreclosure prevention, and financial fitness. Contact by phone - 520-432-5301 x 203 or by email: jpacker@seago.org

Working together
Makes things better

SEAGO Assisted CDBG Projects

By Bonnie Williams

Congratulations to Santa Cruz County for quickly completing both a Regional Account Grant and a State Special Project Grant for upgrades to the historic 1904 Courthouse in Nogales, which now houses Cochise Community College.

The Nogales neighborhood center, including a Senior Center, Literacy Center and Head Start is just about finished with construction.

The majority of the work in-

cluded renovating for ADA compliance and remodeling the senior center kitchen, which prepares meals for Nogales and many surrounding communities.

The Huachuca City police station remodel is 75% complete. The construction bid came in low enough that remaining funds we are able to complete another small waterline project.

The Bisbee Street and Drainage improvement project was just awarded. Again, the low bid allowed us to add another street.

The Willcox Community Center remodel project was bid and is pending construction ward. Once again, there are funds left over for another project!

Hopefully you are all aware of the following deadlines: RA account applications due to SEAGO July 1; SSP applications due to ADOH June 30; Colonias applications due to ADOH August 31.

[Write me](#) if you need more information on these various grants.



MANAGING CONCERNS ABOUT FALLS

A Matter of Balance

When the Copper Queen Community Hospital and the Southeastern Arizona Governments Organization's Area Agency on Aging teamed up to offer a series of free workshops on preventing falls, organizers had no idea they would have such a high level of interest in participating. The next class begins on June 15, check the [SEAGO Calendar of Events](#). Classes are limited to 12 participants in order to offer plenty of time for practice and training. Due to demand, three additional classes are being scheduled. Please contact Lynn Spencer by [email here](#).

The Value of Canadian Tourism in Arizona

- \$3.9B of Bi-lateral trade
- 128,750 Arizona jobs
- 600,000 Canadian visitors to Arizona
- 200,000 Arizonan visitors to Canada
- More than 140 private companies directly involved
- Top industry involved is the aircraft industry

ices in Madrid, Spain, Shanghai, China, as well as Mexico City and Calgary, Alberta in order to “foster better relations with countries and industries that either already have a presence in Arizona or have great potential in the state”, said Don Cardon, representing the Arizona Commerce Authority. See full article here: [Commerce Authority may expand overseas | Phoenix Business Journal](#)

Canadians are not only tourists, they are investors in Arizona land, homes, businesses and many other forms of commerce that bring jobs and economic opportunity to thousands of Arizonans. For more information regarding the impact of tourism dollars right click this link:

http://www.azot.gov/system/files/99/original/AOT_General_Presentation.pdf?1280257649

WHY

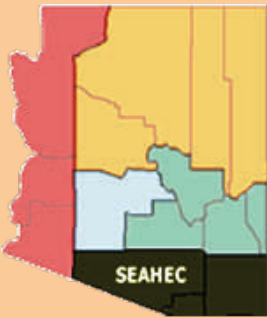


CANADA?

In a recent *Phoenix Business Journal* article The Arizona Commerce Authority is looking to open of-



Another valuable service provided by SEAGO



SEAHEC
BORDER
REGION

AAA Partnership with SHIP

By Kathleen Heard, Lynn Spencer, Grace Murcio

Father's Day is right around the corner. This year why not help Dad save nearly \$4,000 a year on the cost of prescription drugs? The high cost of prescription medication can be a burden on anyone who has limited income and resources. There is 'extra help' – available through Social Security – that could pay part of the premiums, deductibles, and prescription co-payments.

To find out more, contact your

local Arizona State Health Insurance Assistance Program (SHIP). The mission of SHIP is to educate, advocate, counsel, and empower people to make informed benefit decisions. Many seniors need assistance in understanding the choices available for their health insurance options. In order to assist seniors, the SEAGO Area Agency on Aging sponsors health benefits counseling events, free of charge. Grace Murcio, SEAGO's Health Insurance Counselor, is also available to meet with homebound individuals, if needed.

Medicare is paying 75 percent or more of prescription drug costs for people with limited incomes. Individuals with gross incomes of up to \$1,362 and couples of up to \$1,839 per month may also qualify.

For more detailed and personalized information contact Grace Murcio at the SEAGO Area Agency on Aging (520) 432-5301 ext. 205. This is a free service to assist and educate seniors. SEAGO is not affiliated with any insurance company and does not sell insurance.

Border Region Data Resources & Virtual Library

As part of SEAGO's on-going process to identify resources and make them available to member entities the following is offered for your convenience.

The ABC Health Network has collected and compiled existing health data for the following Arizona border counties: Cochise, Santa Cruz, and Yuma.

The purpose of the library is to provide health data at the county or community level that can be used by organizations and communities to set health priorities, plan health programs, and seek funding for them.

The Virtual Library makes your job easy by presenting health data relevant to your community in the format that you need.

Many of the resources are taken from national or state-wide databases and reports, and the pieces relevant to each community have been identified.

Local community needs assessments and other documents on a variety of health topics are also included.

All resources in the library are no older than 2005, ensuring that no data is significantly out-of-date.

The library includes a one-paragraph summary of what you will find in each data source and how to find it.

Documents in PDF format can be searched for key words connected to your area of

focus using the PDF word search feature.

The Mission of the ABC Health Network/Red Sin Paredes is:

"To connect community partners to strengthen Arizona-Sonora border collaboration and coordination for improved health and health services."

For more information on the network contact:

Hannah Hafter at:
hehafter@seahec.org
or visit
<http://www.seahec.org>



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SEAGO Mission Statement:

“SEAGO stimulates economic and social progress in our four-county region.”

Now that the SEAGO CEDS has been opened up for public comment, what about your comment? Did you find what you were looking for? Were your questions answered or did the text raise even more questions? Review the CEDS here:

www.seago.org

The SEAGO EDD is gearing up to host a number of valuable events, seminars and symposiums—to bring cutting edge news, best practices and superior ways of doing business to all our member entities and SEAGO EDD entities in Southeastern Arizona. Send your suggestions, ideas or comments to:

economicdevelopment@seago.org

Where Have all the Lenders Gone?

This lament is both heard and felt throughout the SEAGO Region. Lack of funding, a shortage of capital, insufficient start up money – whatever you call it, the world of lending has changed.

A recent Agurban article revealed there is increasing dependence on community lending. Nearly 400 cities in 44 states were part of the study. Now clearly these results may not mirror your specific community, but the point is: gap financing, access to seed money and ample funds to accomplish expansions, remodels and other enhancements all rely access to money.

What can be done?

Plenty. For one thing lenders are making loans, but they are certainly being more cautious in underwriting. The mysterious world of financing, loan approval, etc. often intimidates entrepreneurs and businesspeople from

moving forward with a multitude of plans, many of which would mean adding new jobs and expanded sales tax revenues.

What will be done?

As part of the SEAGO CEDS plus a healthy partnership with Mark Schmitt and Bob Mucci at SBDC, we share a commitment to assist in job expansion, job development, business retention, etc. We are planning several Financing Fairs throughout the SEAGO Region. Real lenders meeting all interested parties.

For profit, nonprofit, entrepreneurs, small-medium or large business interests are all welcome. Lenders are eager to come to the table.

Each Funding Fair will showcase banks, credit unions, and various

venture capital companies who will look at your executive summary, pro forma, your business plan, and then give you a summary of what loans, rates, and terms may be available to you. Tentative schedule:

August 2, 2011 (Tuesday) Sierra Vista 9:00 am to noon (Cochise College)

August 9, 2011 (Tuesday) Douglas 9:00 am to noon (Cochise College)

August 16, 2011 (Tuesday) Benson 9:00am to noon (Cochise College)

August 23, 2011 (Tuesday) Wilcox 9:00 am to noon (Cochise College)

August 30, 2011 (Tuesday) Bisbee 9:00am to noon (City Hall or Library)

We will coordinate with Kevin Peck at Eastern Arizona College for dates and locations in Graham/Greenlee County. We will be working with Mayor Garino and others in Nogales in Santa Cruz County as well. Questions or RSVP's:

economicdevelopment@seago.org