



Who We Are

The Greater Prescott Regional Economic Partnership (GPREP) was incorporated as a private non-profit 501(c) 6 corporation dedicated to the enhancement of the regional economy through attraction of new or expansion of base industries and businesses.

Stakeholders from government, education, healthcare, finance, utilities, real estate, and other business sectors came together to unite the economic development efforts of the City of Prescott, Town of Prescott Valley, Town of Chino Valley, Town of Dewey-Humboldt , and Yavapai County to create the first Quad City regional economic development organization.

Our Mission

GPREP's mission is to create a regional brand to assist local companies expand, attract new quality businesses, and foster capital investment in the Greater Prescott Region.

Key Strategies:

- Market region both nationally and internationally.
- Effectively collaborate to help align economic development activities and investments toward the diversification of the regional economy.
- Stimulate the regional economy and position the region for sustainable economic growth.

GPREP Provides a single point of contact for prospects evaluating the region.

Members/Sponsors

Embry-Riddle Aeronautical University
Fann Contracting
Affinity RV & Sales
Universal Helicopter
Hampton Inn and Suites Prescott Valley
Fowler Commercial LLC
Prescott Area Commercial Group
Arizona Public Service
Yavapai Title Agency
Prescott Area Association of Realtors
Prescott Valley Commercial Development
BBVA/Compass Bank
Barrett Propane
Helken & Horn
MI Windows and Doors
Arizona Commerce Authority
National Bank of Arizona
Sodexo Inc.

City of Prescott
Town of Prescott Valley
Town of Chino Valley
Town of Dewey Humboldt
Yavapai County
Yavapai College
Yavapai Regional Medical Center
Lamb Chevrolet-Cadillac
NACOG
Prescott Marriott Hotels
Prescott Newspapers, Inc.
Arizona Commercial
Paul Schneider Realty
Cable One Business
Mandalay Communities, Inc.
SC Audit and Accounting Solutions
Goodwill of Central Arizona
Haley Construction

GPREP Action Plan Focus Areas

Marketing

Create a business brand and marketing campaign for the region designed to achieve the economic development strategies outlined in the plan.

Recruitment

Enhance/diversify regional economy by attracting companies within the targeted industry clusters.

Retention & Expansion

Facilitate the expansion of local businesses and assist in retaining existing employers.

Research & Capacity Building

Develop and maintain a repository of data and information on the region in order to provide technical assistance to member communities.

Investor Relations

Build public and private sector support for GPREP.

Business Action Team

Instead of competing with each other, we work to promote the region, work to overcome the challenges and work to get economic growth to the rural footprint. The idea is to use a coordinated “regional” approach to maximize development opportunities for the region as a whole.

- City of Prescott – Jeff Burt
- PVEDF – Michael Paredes
- Prescott Valley – TBD
- Chino Valley – Robert Smith and Ruth Mayday
- Dewey Humboldt – Yvonne Kimball and Dennis Repan
- NACOG – Teri Drew
- Yavapai College – Alexandria Wright
- Arizona Public Service – Kelly Patton
- Arizona Commerce Authority - Keith Watkins

Creating Base Jobs is our #1 Goal

Economic analysis shows that for every 100 new base jobs in the region, an additional 48 support jobs are created in other sectors of the economy. Base jobs are critical for economic diversity and long-term sustainability.



Industry Sector Focus

- ✓ Aerospace/Defense/MRO (Maintenance, Repair, Operations)
- ✓ Metal Fabrication/Precision Metalworking
- ✓ Medical Devices/Electromedical Equipment
- ✓ Packaging Materials/Support Services (ex. Printpak)
- ✓ Firearms/Ammunition
- ❖ Other possible options may include Cyber security, warehousing and distribution, and plastics.

Progress to Date

- Updated website with content directed to site selectors:
 - Demographic and Workforce Data
 - Buildings and Sites
 - Community Profiles
 - ❖ 80% of what companies and site selectors need will be found on the website.
- Completed and distributing a general marketing brochure with flyers.
- Completed marketing posters for display at trade shows and key locations around the region. (ex. Prescott Municipal Airport)
- Provided technical assistance on eight site searches initiated by ACA.
- Co-sponsored several events (ex. Mayoral Economic Updates Seminar and AAED Spring and Fall Conferences)



Progress cont.

- Publishing a monthly E-Newsletter highlighting events, programs, businesses, communities, and buildings/sites.
- Finished 3 marketing videos: General Regional Promotion, Business to Business, and Workforce Development
- Attended the 2015 CoreNet Global Summit in Los Angeles. (October 2015)
- Attended the RE/MAX National Real Estate Conference in Las Vegas. (March 2016)
- Attended the MRO Americas Trade Show in and met with 5 site selectors. (April 2016)



Current Initiatives

- Launching a digital marketing campaign targeted to site selectors, company representatives, and business development consultants.
- Working with a national site selection company to:
 - Prepare a comprehensive company list for the 5 targeted industry sectors noted previously.
 - Meet with site selectors who work within these targeted industry sectors.
 - Have representation at key Trade Shows where these targeted industries will be attending.
 - Participate in Site Selector Forums in conjunction with Trade Shows and events.
 - Targeted website promotion and exposure to identified industry sectors. Retarget those companies as necessary.



Current Initiatives cont.

- Creating a robust marketing package.
- Attending trade shows and met directly with site selectors and business development consultants.
- Contacting companies directly within the defined industry sectors and identified geographic locations.
- Meeting regularly with local economic development partners to ensure regional message is consistent and all inquiries are handled timely.
- Inventoried and marketing the prime buildings and development sites.
- Scheduling prospecting trips to southern California to meet with industry associations and site selectors. (Aerospace Electrical Systems Expo – May 2016)
- Planning site selector FAM tour for this summer or around AOPA Fly-In.



Business Assistance

Currently working on these inquiries:

- Finding a suitable building for a headquarters for manufacturing company seeking relocation from California. May move manufacturing here as well.
- Assisting with the siting of a biomass facility in the Greater Paulden Area.
- Assisting in the siting of a sawmill in a suitable industrially zoned parcel within or near Yavapai County.
- Assisting with an ACA RFI: 125,000 to 175,000 sq. ft. warehouse/industrial facility with plastic resin storage silos (bulk plastics compounding facility).
- Made contact with a company in California that makes airplane mock-ups and cutouts for the advertising uses. Assisting PVEDF as requested.
- Facilitated a tour of the region for a company that is seeking to relocate from Southern California.

Business Development

- Vinylvision's relocation from California (Ideal Team Win for the region) 30 Jobs with intentions of future growth plans. Opening this fall.
- Makstride Prosthetics-20 new jobs
- Superior Expansion-15-20 new jobs
- Frontier Techni-Kote-15 new jobs with more expansion plans.



VV Owners, John and Helen Halle



Superior Industries

What Companies Have Sought

- Based on 8 Site Searches provided by ACA.
 - ✓ 25,000 to 35,000 sq. ft. distribution facility already in place. (weapons distribution)
 - ✓ Rail access; 270 acres for 4 large buildings; 600,000 to 1 million gals. water per day. (egg farm)
 - ✓ 16,800 sq. ft. building w/42' door height. (large aircraft MRO)
 - ✓ 250,000 sq. ft. minimum. (advanced technology manufacturing)
 - ✓ 30,000 sq. ft. building w/12' ceiling height. (firearms testing facility)
 - ✓ 100,000 SF to 125,000 sq. ft. manufacturing facility. (garage doors)
 - ✓ 35,000 to 60,000 sq. ft. rentable space. (call center)
 - ✓ 125,000 to 175,000 sq. ft. warehouse/industrial facility with plastic resin storage silos. (bulk plastics compounding facility)

Thank you for this Opportunity and Support!

Richard Heath, Executive Director

GPREP

7351 East Civic Circle, Room 143 (NAU/Prescott Valley Campus)

Prescott Valley, AZ 86314

Office Phone: 928-772-4883

Cell Phone: 920-219-2319

Email: rich@gprepaz.com

www.gprepaz.com (sign-up for the monthly E-newsletter)