



ECONOMIC DEVELOPMENT GROUP OF ELOY
"Shaping Eloy's Future"

EMPLOYERS ROUND-TABLE MEETING
1:00 p.m. Tuesday, December 16, 2008
Central Arizona Irrigation & Drainage District
231 South Sunshine Blvd.
Eloy, AZ 85231

REVIEW OF DISCUSSION

This meeting was moderated by Gene Wilson (EDGE President). The topics of discussion were introduced and expanded upon with his guidance.

Businesses in attendance: City of Eloy, Corrections Corporation of America, Great Western Bank, Eloy Chamber of Commerce, IGA Food Town, Robson Ranch, Schuff Steel, Sholand Properties, Sky Cast, Sun Life Family Health, Valley Auto Parts and W.C. Scoutten Inc.

General discussions included topics like: Cross Marketing between the city, EDGE and the Chamber; Website promotion; Marketing of EDGE and the city to the state and beyond; Promotion of local businesses; Workforce advancement for youth in the area and Lack of housing in Eloy area.

Richard Horton (Valley Auto Parts) began the discussion. He is the 3rd owner of this 50 year old company. It has been a good year financially as the new businesses arriving in Eloy are using his company as well as the established ones. He has been assisting the city with attracting the new industries to the area for many years and suggests that we contact APS, financial institutions, Economic Development Groups throughout the state in order to "get the name" out there.

Ruby Villalobos (Sky Cast, LLC.) added that they are experiencing a slowdown with orders from city governments as the year comes to a close but expect this to change with beginning of the New Year. Many municipalities have rescheduled some projects until the new calendar year for budget reasons. After the holidays they expect to be back up to a full crew.

Deb Bennett (Schuff Steel) is currently employing 32 individuals and will be ramping up their workforce to 60 within the next 90 days, then to 90 by the summer. Schuff will be bringing in another Rail Spur to the complex. Once this is complete, the Eloy center will become the central distribution hub for their entire company and the Southwest. Based on the orders they are seeing come in, the market has shifted to infrastructure and hospital construction. Schuff Steel also has a youth program that they will be discussing further with the local High School. This program is designed to bring the basics of welding, blueprint review, construction... back into the curriculum. Most employees live in Eloy and Casa Grande.



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Belinda Akes (Eloy Chamber of Commerce) informed the group about the Chambers website and the availability of adding links to their businesses. Website links are \$120.00 per year and include a link to your website; 50 words or less about your business and contact information. Banner Advertising is available for only \$500 per year.

Kim Collins (Sun Life Family Health Center) is the CEO of the only healthcare provider currently serving the Eloy area. He officially announced the planned expansion of their facility at the meeting. Sun Life plans on building a new state of the art medical building in the downtown area. Construction will begin in the summer of 2009. This new structure will be on 2 acres of land and should be 10,000 sq. ft. in size. They also plan on expanding from a single doctor onsite to four in order to help fulfill the needs of Eloy. The center will also include a drive-thru pharmacy for the convenience of the residents and customers.

Toni Lorena (Eloy Justice Courts) is a board member of the Pinal Hispanic Council and announced that they also will be building new two-story building in the downtown area. More information will be forthcoming.

Maralan Hutchins (City of Eloy) was instrumental in the Sun Life Family Health Center and Pinal Hispanic Council growth in the downtown. She has been working with local building and land owners to assure the growth of Eloy. Both of these projects have been supported by the Holmes Family Trust and they have been very helpful in the growth in Eloy.

John Gluch (Corrections Corporation of America) discussed the shortage of quality housing in the Eloy area. Most of his employees do not live in the city and commute. This appears to be true of most of the employers in the area.

Terry Strain (Great Western Bank) reflects on the Eloy branch. His branch has shown considerable growth this past year. He added to the discussion with his area of concern being the lack of skilled workers in the area. Most applicants at the bank do not pass a basic credit check. Education in the basics of financial responsibility is needed. Only one of his employees lives in Eloy.

William Jones (W.C. Scoutten Inc.) mentioned that he contacted 4 local realtors prior to renting their new offices and had no responses in June of this year. There appears to be a lack of professional office space in the area for new companies moving in.

Eric Schulman (Sholand Properties) added his concern for the need of a workforce program to assist with educating the area youth in a skilled trade so employers don't have to look outside the area.

Gloria Moreno (EDGE) has a background in workforce design and implementation. She has volunteered to work with Schuff Steel in the implementation of their youth work program.