



REAL Opportunity in Northeast Arizona. Right Now.

Real Arizona Development Council

April 11, 2013 Meeting Minutes

Snowflake Heritage Hall

123 North Main Street

Snowflake, Arizona

Present: Steve North, Paul Esparza, Nolan Larson, Gus Lundberg, Lori Martinek, Sterling Solomon, Judy Bratcher, Carla Fails, Ben File, Robbie Loudon, Keith Watkins, Teri Walker, Chip Eisley, Steve Brophy, Dave Roberts, Tom Poscharsky, Kirk Brimhall, Tracy Mancuso, Liz Flake, John Melville

1. Welcome/Introduction: The meeting was called to order at approximately 12:20 pm by Executive Committee member Nolan Larson and introductions were made around the room. David Tenney and Sylvia Allen were in Phoenix at the Capitol and could not attend. Coordinator Gus Lundberg arrived at 12:30 p.m.

2. Update from ACA: Keith Watson gave an update on ACA activities and programs and introduced John Melville, who had made a presentation at the earlier ACA/WIA meeting on Sector Strategies. Melville gave a summary of his presentation, noting that RADC appeared to be well into a similar process.

3. Sector Strategies: Judy Bratcher gave a brief summary of the above ACA/WIA meeting, which featured Melville's presentation.

4. Follow Up On Mine Training: Coordinator Lundberg read an email from Sylvia Allen regarding ideas for a potential mine training initiative. Discussion followed. Chip Eisley suggested that RADC look at NPC's new Cholla Training Center, which is set up for similar kinds of training, including OSHA. It was generally agreed that RADC should continue to investigate and pursue the development of an on-site training program in the region.

5. Vision Grant Update/Marketing Report: Lori Martinek from ED/c Partners was present at the RADC meeting and also attended the earlier ACA/WIA meeting. Martinek made a presentation on the ACA Vision Grant and its progress, and talked about the Potash Sector in detail. The Sector Profile has been updated, the Sector Marketing Strategy is being implemented and a dedicated Potash Sector website will go live on April 19 at www.azpotash.com and www.potashsector.com. The sites will also be linked to the Real AZ Corridor website, which will have a dedicated Potash page added to it. The same process will be repeated for the Future Forestry/Forest Management Sector, which is in Phase II of the grant. Committees were formed to drive Workforce

Development (Judy Bratcher, Tracy Mancuso and Chip Eisley) and to source or create a Lead Tracking Tool (Steve North, Tracy Mancuso). Committee members are still needed to work with Martinek on Prospect Development. Tracy Mancuso offered the use of the SBDC's Dun & Bradstreet database to help identify prospect companies and contacts in the targeted categories. Martinek further reported that RADC is on track to complete all outlined grant tasks by the grant deadline.

6. Update/Action on 501 (c)(3) Status: Lundberg introduced Sterling Solomon, who is the Town Attorney for Taylor and also has a private practice. Solomon explained that he could assist RADC with achieving 501 (c) (3) non-profit status if waivers were signed by both the Town of Taylor and RADC. The cost would not exceed \$1,000. The requirements for such status were reviewed and it was considered that RADC is in good shape to proceed. A motion was made by Nolan Larson to pursue status, which was seconded by Tom Poscharsky. There was no further discussion and the motion was approved by a voice vote. Solomon will begin the process and report back at the May meeting.

Member Updates:

Steve Brophy on the Apache Railway: The railway has a lot of support. A group is working to source interim financing for the railway. The ACA loan will be key to that effort. A group from the region went to Washington DC in mid-March. The railroad is apply for an RRIF loan (Railroad Rehabilitation Interim Financing). That would be parlayed with the state loan. They are also working to develop new business for the railway, which was used only for Catalyst Paper distribution in the past. There may be an auction of the paper mill's assets in May.

The next RADC meeting will be held on May 9, 2013.

The meeting adjourned at 1:40 p.m.