



Southwest Arizona Futures Forum

**Let's Create Jobs Now
Report Out**

February 11, 2010

Budget

What budget retention mechanisms can businesses enact in order to avoid layoffs or foreclosures?

- Furlough rather than lay off, reduce hours, retraining current employees, look at health care coverage options, freeze salaries, examine benefits, consider commission based sales, job needs assessment and early retirement options, pay for performance
- Renegotiate and streamline expenses – rent, supplies, paperless, cost effective marketing, inventory management, get more out of capital expenses
- Examine with vendor and suppliers creative financing options, co-op purchasing, joint ventures
- Save on overhead expenses –telecommuting, longer days but shorter weeks, flex schedules
- Network with expertise available in the community – Chamber, YPIC, peers.
- Improve Customer Service

What budget retention mechanisms can businesses enact in order to avoid layoffs or foreclosures?

- Good communication with employees –let them know, get their buy in to cost reductions, etc.
- Seek help in financial, technological expertise in the community
- Early intervention and identification of problem areas
- Use and leverage the advantages Yuma has –lower rent, close to big market –LA, etc
- Work with the State legislators to address salary and benefit requirements to be rationalized to today's circumstances
- Find new markets, customers, products, etc

Job Creation-Retention

*What specific actions can or will
create-retain jobs NOW?*

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- Job Training and Retraining
 - Hang on to highly skilled workers for future growth
 - Find funding sources for Vocational and Technical Education
 - Actively seek out grants and stimulus funding
 - Support ways to keep things like Territorial Prison, Quartermaster Depot, etc –to bring jobs, tourists, etc to Yuma
 - Encourage tourism to Yuma, make it easier for people to come from Mexico to shop, etc.
 - Shop Locally - \$20 on the 20th
 - Utilize YPIC –training programs, payment for employees, etc or Procurement Technical Assistance Center
 - Hire and keep the best people – be sure they treat your customers well –retaining customers retains jobs

Create and Retain Jobs Now

- If you are doing well – do your expansions, construction projects, etc. now
- Work with local government on impact fees –things to stimulate private business
- Better communication with community and community/state officials on needs and concerns
- Expand markets, seasons, products, etc.
- Explore ways to improve requirements to use local talent –construction, etc –and attract these businesses
- Explore ways to improve the abilities of local businesses to obtain gov't contracts –training, bonding, etc
- Continue to look for opportunities for governments to help businesses keep and create jobs

Job Creation-Retention

What types of jobs can we create-retain NOW?

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- Renewable Energy
 - “Green” jobs
 - Skilled Professionals – engineers
 - Electronic records project –accounting, medical, school records
 - Expand crops grown
 - Mobile Service jobs
 - Jobs requiring CDL license

Private and Public Sector Support

What companies or organizations can assist in job creation-retention NOW?

- The public sector through infrastructure projects and by creating a more business friendly environment –review, reduction or deferral of fees, incentives, code requirements
- GYPA, County Chambers of Commerce, GYEDC, YPG, MCAS, YRMC, APS, Visitors' Center, AZ Dept. of Commerce, YPIC, YCAA, AWC
- Ag technology companies to extend the season, add different crops
- Port of entry
- Casinos
- Reopen the Race Track
- Government –DHS
- Fun Factory
- Media
- Yumadata.com
- MEP- Manufacturers Extension Partnership

Private and Public Sector Support

How can these companies or organizations assist in job creation-retention NOW?

- Better Communication and Understanding of what businesses in Yuma do now and need
- Share resources –advertising, job posting, communications so all businesses can go to one source for information –create a matrix
- Networking –organize the stakeholders to better utilize technology, services, synergies
- Needs assessment
- Creative business opportunities – one stop service
- Better Communication and help in developing business plans, attracting business to Yuma
- Help in marketing Yuma “goods” beyond Yuma and the State
- Showing businesses cost savings way to hire people now –YPIC

Private and Public Sector Support

How can the public sector assist the private sector in job creation-retention NOW?

- Encourage public sector entities to relax standards or reduce fees, so long as public health and safety are not adversely impacted.
- Facilitate commercial development by simplifying the development process and ensuring that public sector employees understand private sector issues and concerns –especially new businesses –entrepreneurs
- Carefully consider new regulation and look for ways to eliminate unnecessary regulatory burdens
- Public sector look at options to privatize contract services and jobs
- Attract 2nd and 3rd Tier Companies

Private and Public Sector Support

*What funding sources can support
job creation-retention NOW?*

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- Tax increment financing to defer taxes and promote development (not presently used in AZ).
 - Conference for out-of-city/state investors to promote the community and investment opportunities.
 - Create a “deal-closing fund” at the state level that may be used by local governments and agencies to secure projects and lure employers.
 - Create a taskforce/committee to lobby for Yuma County interests at the State level. For example, have a “Yuma legislative day” where state legislators would be invited to the Yuma area and allow local industries to promote their themselves.
 - Seek means of eliminating federal and state inefficiencies and road blocks that delay approval or funding of projects.

What Funding Sources can create jobs now?

- Small Business Administration opportunities to give guarantee to make a more acceptable risk for bank to more readily provide financing.
- Larger businesses that could possibly loan to small businesses and make money on their assets at a more profitable rate than the current investments.
- Other private money sources such as venture capitalists, grants
- Government –thru stimulus funds, expansion, Census
- Partner with other Regional areas, intergovernmental agreements
- Local Banks

The End