



DRAFT

Talking Points

'Flagstaff is Open for Business'

Many people have very outdated ideas about Flagstaff and growth. We are open for business and want you to consider Flagstaff for your business or development. Not only is the Flagstaff region economy growing and prospering we are working hard together in economic development to create the infrastructure, business friendly environment, and investments designed to keep Northern Arizona a leader in job creation and economic prosperity. Please let us show you how your business could prosper and grow in Flagstaff.

Quality of Life:

Flagstaff is quite remarkable in that it has the advantages of a small town with the benefits of a major urban area

- Smaller, safer community with the supportive infrastructure.
- Flagstaff Medical Center is a regional medical center that has all of the services and sophistication of major urban medical center including a Class 1 trauma center, neurosurgery, neurology, cardiology, open-heart surgery, and full cancer center.
- Robust telecommunications, fiber, and data systems.
- Less than two hours to Phoenix
- "Year round" outdoor activities
- Strong tourism sector attracted by the many amenities that provide a high quality of life for the residents of Flagstaff. A town that never stops and has more offerings of things to do it is hard to decide what things to engage
 - Lowell Observatory
 - Flagstaff Symphony Orchestra - world class symphony – very unusual for a community this size.
 - Professional and high level arts and culture
 - Theatrikos – Community Theater
 - Flagstaff Light Opera Company
 - Flagstaff Community Band, Flagstaff Community Orchestra

Economic Collaborative of Northern Arizona, Inc.

ECoNA

201 E. Birch Ave, Suite 12

Flagstaff, AZ 86004

www.econa-az.com

928-707-7939

- Northern Arizona University theater, opera, art galleries, symphony, band, jazz, choral, dance, and youth arts academy.
 - College Athletics - Northern Arizona University
 - Museum of Northern Arizona
 - Many art galleries and studios
 - Diverse Outdoor Activities
 - Coconino Center for the Arts
 - Pine Mountain Amphitheater – Name Acts and Shows
 - A large number festivals, car shows, special events
 - Flagstaff Extreme Outdoor Adventure Course
 - Hiking, biking, mountain climbing, and downhill and cross country skiing.
- Excellent public, private, and charter schools with national and state wide reputations with high capacity advanced prep courses. Also a STEM excellent community
 - Flagstaff Unified School District -
 - Basis School Charter School
 - Northland Preparatory Academy
 - Flagstaff Arts and Leadership Academy
 - St. Mary's School
- Major university and robust community college.
 - Northern Arizona University – 19,000 Students
 - Coconino Community College – 5,000 Students
- Four seasons - a nice way to say snow
- Extensive youth and adult sports leagues
- Live music scene
- One of two quality ski areas in Arizona, Snow Bowl will be making snow this season. Expanded ski runs, faster lifts, improved lodges.
- Quality diverse housing options.
- Regional shopping hub.

Industry:

- Extensive support for large businesses, small business, entrepreneurs , start-up businesses:
 - NACET Business Incubator
 - City of Flagstaff Economic Vitality
 - ECoNA
 - Flagstaff Chamber of Commerce
 - Coconino County Career and Workforce Center
 - Small Business Development Center
 - SCORE

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- Coconino Community College
- Northern Arizona University
- World class technology and bioscience business incubator NACET
 - Over \$70 million in angel investment in the past two years
 - NACET manages the Center for Entrepreneurial Innovation in Downtown Phoenix, Embry Riddle University Incubator in Prescott Arizona, and the technical transfer activities for Northern Arizona University
- Science based industries in the biosciences and astronomy are a major component of the Flagstaff economy. A few examples:
 - Biosciences
 - WL Gore – Implantable Medical Devices – 2700 employees
 - Machine Solutions – heart stent machines and heart stent research and development
 - Prent Corporation – medical packaging
 - Pathogen – pathogen diagnostics and treatment modalities
 - Translational Genomics North – translational research laboratory – pathogen genetics and genomics
 - Protein Genomics – genetic protein expression diagnostic and treatments.
 - Northern Arizona University Research Scientists
 - Astronomy – some of the most sophisticated astronomical research in world occurs in Flagstaff.
 - Lowell Observatory – One of the largest private observatories in the world with a collaborations and research with astronomers around the world.
 - Discovery Channel Telescope (DCT) - \$50 million telescope recently completed as a collaboration of Lowell Observatory and Discovery Channel Television. DCT has state of the art research capabilities and features not found anywhere else in the world.
 - USGS Astrophysics and Astrogeology Division
 - US Naval Observatory
 - Anderson Mesa Interferometer
 - Anderson Mesa Research Observatories (Lowell, US Naval Observatory)
 - Northern Arizona University – Largest undergraduate astronomical sciences program in the country
 - National Undergraduate Research Observatory
 - Several telescope and optics manufacturing companies

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- Advanced Manufacturing
 - Advanced Manufacturing requiring sophisticated automated facilities and a highly trained talented workforce is another major component:
 - Nestle Purina
 - SCA Tissue
 - Joy Cone
 - Schuff Steel
 - IML Manufacturing
- Experiencing large growth in remote professional employees who can work anywhere in the world and have chosen Flagstaff for quality of life.

Located on BNSF Trans-Continental Main line

Two Major Freeways – Interstates 17 and 40

Easy Access to major markets – Phoenix, Southern California, Las Vegas, and Salt Lake

Workforce:

- Highest educated workforce in Arizona is ideal for:
 - Medical Device Manufacturing
 - Bio Sciences
 - Advanced Manufacturing
 - Medical Services
 - Software / App Development (because it can be done anywhere)
 - Logistics (I-40 Corridor)
- Higher education supports business
 - NAU University to Business program
 - Intern programs.
 - Coconino Community College corporate learning and training programs
 - SBDC helps new businesses get started.
- Regional workforce drawing skilled labor from the Navajo and Hopi Reservations, Verde Valley, Winslow, Williams, Grand Canyon

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