

Withdrawal/Redaction Sheet

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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001. fax	From Jacquie Lawing To Lisa Green; RE: personal info [partial] (3 pages)	06/11/1999	P6/b(6)
002. fax	From Jacquie Lawing To Lisa Green; RE: personal info [partial] (3 pages)	06/11/1999	P6/b(6)

COLLECTION:

Clinton Presidential Records
Policy Development
Lisa Green
OA/Box Number: 20590

FOLDER TITLE:

Phoenix & Tucson Arizona

2012-0043-S

ms252

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
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- P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]
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PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).

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- b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

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Ethnic Composition of Greater Phoenix and Arizona

Race	Greater Phoenix		Arizona	
	Population	Percent	Population	Percent
All persons	2,238,480	100.0	3,665,228	100.0
White	1,886,639	84.3	2,963,186	80.8
Black	77,905	3.5	110,524	3.0
American Indian, Eskimo, or Aleut:	48,802	2.2	203,527	5.6
—American Indian	48,470	2.2	203,009	5.5
—Eskimo	177	*	284	*
—Aleut	155	*	234	*
Asian or Pacific Islander:	36,796	1.6	55,206	1.5
—Asian:	34,564	1.5	51,699	1.4
—Chinese	9,721	0.4	14,136	0.4
—Filipino	5,197	0.2	7,904	0.2
—Japanese	3,889	0.2	6,302	0.2
—Asian Indian	4,122	0.2	5,663	0.2
—Korean	3,533	0.2	5,863	0.2
—Vietnamese	3,766	0.2	5,239	0.1
—Cambodian	729	*	787	*
—Hmong	9	*	9	*
—Laotian	538	*	855	*
—Thai	848	*	1,381	*
—Other Asian:	2,212	0.1	3,560	0.1
—Bangladeshi	67	*	89	*
—Burmese	58	*	71	*
—Indonesian	255	*	356	*
—Malayan	71	*	189	*
—Okinawan	12	*	21	*
—Pakistani	274	*	465	*
—Sri Lankan	92	*	140	*
—All other Asian	1,383	0.1	2,229	0.1
—Pacific Islander:	2,232	0.1	3,507	0.1
—Hawaiian	1,051	*	1,690	*
—Samoan	254	*	416	*
—Guamanian	387	*	709	*
—Other Pacific Islander:	540	*	692	*
—Tongan	355	*	388	*
—Tahitian/Northern Mariana Islander	6	*	13	*
—Palauan	13	*	22	*
—Fijian	7	*	20	*
—All other Pacific Islander	159	*	249	*
Other race	188,338	8.4	332,785	9.1
Hispanic Origin:				
Hispanic origin (of any race)	379,560	17.0	688,338	18.8
Mexican	336,429	15.0	616,195	16.8
Puerto Rican	4,990	0.2	8,256	0.2
Cuban	1,207	0.1	2,079	0.1
Other Hispanic	36,934	1.6	61,808	1.7

* denotes less than 0.1 percent.

Source: U.S. Bureau of the Census, 1990 Census of Population.

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An Economic Profile of Greater Phoenix and Arizona

Choose from the following categories
for a detailed list of available tables.

- [Income](#)
- [Living Costs](#)
- [Employment](#)
- [Employment by Sector](#)
- [Economic Forecasts](#)

Economic Highlights

- Economic growth in the Phoenix metropolitan region has expanded at nearly three times the national rate since 1980, according to a recent study by the [Greater Phoenix Economic Council](#).
- An average of 70,000 jobs have been created each year in Arizona since 1990, an [employment growth](#) rate of over 33 percent for the period.
- [Statewide job growth](#) in Arizona has exceeded 5 percent for each of the past two years, a rate second only to Nevada.
- The Greater Phoenix [unemployment rate](#) was 4.1 percent in 1996, and is expected to remain below 4 percent through 1998.
- High technology industries continue to play an important role in employment for both [Greater Phoenix](#) and the [state of Arizona](#).
- Greater Phoenix's low [state and local tax burden](#) ranks 83rd out of the 100 largest metropolitan areas, while the state has reduced business taxes each year since 1991.
- Phoenix enjoys a relatively low [cost of living](#) compared to many other major metropolitan areas.
- The [Consumer Price Index](#) for Greater Phoenix is expected to increase at a modest 3.5 percent rate through 1998.
- Total [personal income](#) in Arizona rose 7.5 percent from 1995 to 1996, well above the U.S. average of 5.4 percent.
- In 1995, there were more than 200 office and industrial expansions in Greater Phoenix, with more than 21,000 jobs created by these companies.

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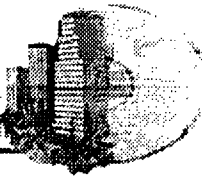
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Greater Tucson Economic Council

FutureWest

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Directory of Member Businesses
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Tucson Facts & Figures
Operating Costs
Strategic Economic Plan
Science & Tech Parks
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Business Resources
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Guest Book

[Aerospace](#) [BioIndustry](#) [Environmental Technology](#)
[Optics](#) [Information Technology](#) [Teleservices](#)

Tucson Profile 1998

At the forefront of the New West, Tucson is home to the nation's Optics Valley and a fast-growing center for science and industry in the dynamic fields of Aerospace, Software Development, BioIndustry, Environmental Technology and Teleservices.

Tucson is strategically located along the California and Texas transportation corridor. Close proximity to Mexico, two Foreign Trade Zones, and a well-educated labor force, make Tucson a city to consider for expansion or relocation of your business.

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Tucson Location

Distance to:

Phoenix	116 miles
Nogales (border with Mexico)	63 miles
Los Angeles	520 miles
San Diego	420 miles
El Paso	320 miles
Las Vegas	399 miles
Albuquerque	478 miles
Hermosillo, Sonora, Mexico	233 miles
Guaymas, Sonora, Mexico	318 miles

Tucson People

Growing Population

Year	Tucson Metropolitan Area
1980	531,443
1990	666,880
1997	799,375
2000	854,329

Well-Educated Population

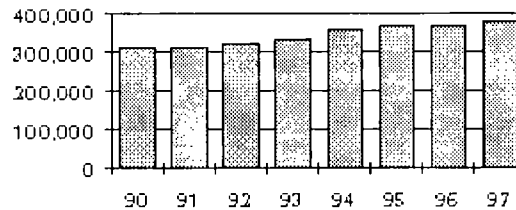
Albuquerque	478 miles		Tucson	U.S.
Hermosillo, Sonora, Mexico	233 miles	4 Years High School	80.5%	75.2%
Guaymas, Sonora, Mexico	318 miles	4+ Years College	23.3%	20.3%

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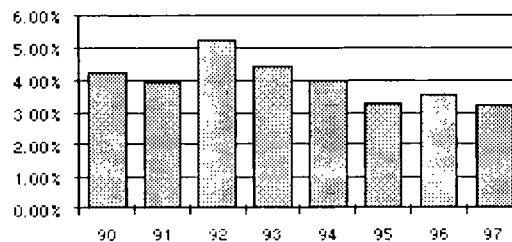
Labor Force

The civilian labor force as of December 1997 totaled approximately 379,338 people, or 47% of the population. The 1997 labor force average was 379,301.

Tucson's Labor Force



Unemployment Rate

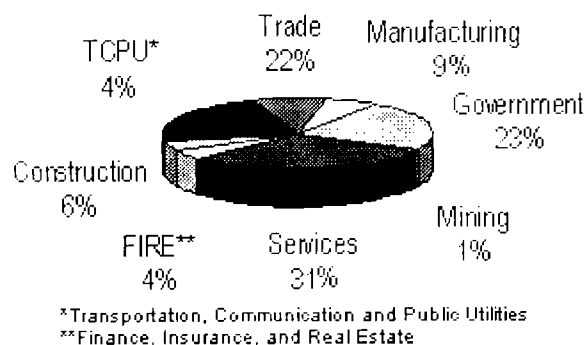


Young, Dynamic Workforce

Tucson U.S.

Median Age (years) 30.6 32.9

Employment Distribution



Right-To-Work State

Arizona is a constitutionally mandated *right to work state*. With a 2.9% manufacturing unionization level, Arizona was the **lowest** ranked state in terms of percentage of manufacturing employees unionized.

Source: Statistical Abstract of the United States, 1995

A Diverse Population

White	68.2%
Hispanic	24.5%
Black	2.9%
Native American	2.5%
Asian	1.7%
Other	0.2%

Total	100%
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Top Private Employers

	Employer	Type of Business	Employees
1.	Raytheon Missile Systems Co.	Tactical & strategic defense missile systems	7,300
2.	Carondelet Health Care	Integrated health care delivery network	3,763
3.	TMC HealthCare	Health care	3,525
4.	BHP Copper	Copper mining	3,100
5.	ASARCO, Inc.	Copper mining	2,655
6.	Phelps Dodge Corp.	Copper mining	2,500
7.	University Medical Center	Hospital	2,300
8.	American Airlines	Reservation center	1,250
9.	IBM Storage Systems Division	Development of storage products	1,198
10.	TeleTech	Customer service center	1,167
11.	Tucson Electric Power Company	Electric utility	1,148
12.	Burr-Brown Corp.	Semiconductor manufacturing	1,083
13.	First Data Corp. Teleservices Division	Telecommunications	1,030
14.	Weiser Lock	Manufacturer of lock systems	997
15.	Bombardier/Learjet Inc.	Aircraft maintenance, refurbishment and	950

15. Bombardier/Learjet Inc. Aircraft maintenance, refurbishment and completion of business jet aircraft 950

*Ranked by number of local full-time equivalent employees, excluding retail employers

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Economic Clusters

The foundation of Greater Tucson's Economic Development Program is the industry group concept that evolved as part of local strategic planning efforts. The industry cluster concept is used to create synergy within the following six business cluster groups:

- [Optics](#)
- [Software](#)
- [Aerospace](#)
- [Environmental Technology](#)
- [BioIndustry](#)
- [Teleservices](#)

These industry groups play a significant role within the Greater Tucson Strategic Partnership for Economic Development and work to promote and enrich their respective industries and address any issues at local, state and national levels that affect them. Additional targeted industries recently identified through the strategic planning process are Fabricated Metals/Industrial Machinery, Electronic Equipment, and Instruments and Related Products.

Industry Cluster Leadership

Arizona Optics Industry

Bob Breault, Co-Chair
Breault Research Organization, Inc.
6400 E. Grant Road, Suite 350
Tucson AZ 85715
520-721-0500 Fax: 721-9630
e-mail: breault@primenet.com
www: <http://www.tucson.com/bro>

Environmental Technology

Jeff Tye
JRT Associates
2918 E. Richards Row
Tucson AZ 85716
520-325-2159 Fax: 520-325-1911

Arizona Optics Industry

Arvie A. Lake, Jr., Co-Chair
Boeckeler Instruments, Inc.
4650 S. Butterfield Dr.
Tucson AZ 85714
520-745-0001 Fax: 520-745-0004
e-mail: bii-adm@primenet.com

Bioindustry

Loren C. Acker - Chair
SEBRA
500 North Tucson Blvd.
Tucson AZ 85716
520-881-6555 Fax: 520-323-9055

Center For Software Excellence

Judith Bliss
MindPlay Software
160 W. Ft. Lowell Rd.
Tucson, AZ 85705
520-888-3800 Fax: 520-888-7904

Teleservices Industry Group

Alex Master-Judge
TeleTech
2929 East Corona
Tucson AZ 85708
520-806-6000 Fax: 520-806-6031

Aerospace Cluster

Bob Walkup
The Robert A Stanley Co.

The Robert A Stanley Co.
1037 South Alvernon Way
Tucson, AZ 85711
520-326-1991 Fax: 520-326-1975

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Transportation

Major Highways

Interstate 10 connects Tucson with Phoenix to the northwest and El Paso to the east. Interstate 19 links Tucson with Nogales, Sonora, Mexico 60 miles to the south. Interstate 8 to San Diego interchanges 60 miles north.

Trucking Service

Tucson is serviced by 45 freight trucking lines, all of which maintain terminals in the metropolitan area. Overnight service is available to Los Angeles, San Diego, Las Vegas, Phoenix, El Paso and Albuquerque.

Air Service

Tucson is served by 11 airlines: Aero California, Aerolitoral, America West/British Airways, American, Continental, Delta, Northwest/KLM, Reno Air, SkyWest (Delta), Southwest, United/Lufthansa.

Tucson International Airport, which serves as an International Port of Entry, offers nonstop service to 16 destinations and 62 daily arrivals and departures connecting to 75 cities. The nonstop service includes: Phoenix, Dallas, Los Angeles, Las Vegas, Orange County, Chicago, Denver, El Paso, Albuquerque, Ontario, Houston, San Diego, Salt Lake City, Minneapolis, Atlanta, Cincinnati, and Oakland. Additional weekly non-stop flights to Mexico are available serving Hermosillo and Guaymas.

Rail Service

Tucson is serviced by Union Pacific Railroad, which operates fully mechanized ramp facilities in the area. There is also frequent East-West service available with linkages to all other rail systems within the U.S., Mexico and Canada.

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Cost of Living Index

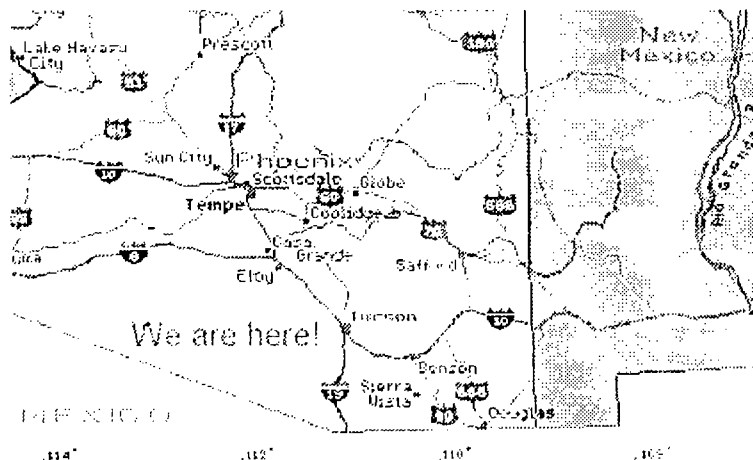
Average U.S. = 100

Kline Realty/Tucson Info. Page


Tucson Information
www.klinerealty-tucson.com

Welcome to our Tucson!

We've put a few Statistics and useful information together which will give you an idea of what to expect here, (and why we choose to live in this wonderful corner of Arizona!)


Area Map

Demographics

Population, 1995 : 751,000

Population change 1980-1986 : 8.6 percent

Birth rate : 18.8 per 1,000 population

Population 65 years old and over : 11.7 percent

Work force & Economics

Black population, 1995 : 3 percent

Hispanic population, 1995 : 25 percent

White population, 1995 : 68 percent

Persons with college education : 23 percent

Median Age of workers : 31 years

Per capita income : \$ 9,709

Persons below poverty level : 14.7 percent

Unemployment rate : 5.7 percent

Crime rate : 100.3 per 1,000 population

Police protection : 17 per 10,000 population

Geography & Climate

Timezone : Mountain

Area code : 520

Latitude : 32 15'N

Longitude : 110 57'W

January mean temperature : 51.1 F

July mean temperature : 86.2 F

Annual precipitation : 11.1 inches

For more detailed Information, visit the Tucson Development Council



Kline Realty

4525 East Skyline Drive #125

Tucson Arizona 85718

Tel: 520-577-7735 Fax: 520-529-2961

email: klinerlty@aol.com

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From the Desk of...
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*** Comments:

HUD INVESTMENTS IN PHOENIX, AZ

EXPAND PROGRAM: Located within the South Phoenix is a Enterprise Community, the largest economic impact there is from the new domed baseball stadium. This is consistently the hottest housing market in the country and, of course, FHA insurance has played a role. The Homeownership rate in Maricopa County is over 72% as of 1997.

Within the EX, the Expand Program is a loan collateralization program that uses over \$600,000 in CDBG funds to leverage financing and create new jobs. The program encourages lenders to make loans to businesses that might not have otherwise been able to secure start-up funds. One of their most successful projects is *Marino Welding*, which has become very successful. Eight more successful business have been created through the Expand Program, including *Specialty Textile Services*, *Cornerstone Management* and *Kenwood Motors*.

In Phoenix, *Chicano's Por La Causa* has receives HUD funds through several programs to provide job training, jobs, microloans and housing.

In addition, HUD has assisted a number of businesses through the Enterprise Community Microloan Projects, including *Casa Club* and *Fade Tite Barber Shop*.

Guadalupe, AZ: The impact of federal dollars is strongly felt in the communities that border Phoenix, where the prosperity wagon has not stopped. The best example is the Town of Guadalupe, a true pocket of poverty. Unemployment there is twice the county average as is the incidence of crime. Housing is generally substandard. We have just finished a 202 senior housing project, there is a new **YouthBuild** grant in operation, self help housing funded in part with CDBG money is making a big difference and since the community is half native American, some of the new housing is being built with ONAP funds. Our Community Builders have been hard at work in Guadalupe and have brought many new programs such as the Project Challenge students sponsored by the Arizona National Guard to help renovate older houses, the Peace Corps Fellows program to help with the economic revival of the Mercado which is owned by the Town and a wheels to work program funded by the County and Bank of America.

YouthBuild

Phoenix has developed a highly successful YouthBuild program. The purpose of the YouthBuild is to provide economically disadvantaged youth with education and employment skills through opportunities for meaningful work in their communities as well as helping to meet the housing needs of homeless individuals and members of low and very-low income families. The program is designed to provide on-site housing construction and rehabilitation work experience and off-site academic classes, job skills training, leadership development and supportive services for young adults, primarily high school dropouts. This program will increase the supply of affordable housing for the homeless and very-low income families.

In 1995, the City of Phoenix Human Services Department received a YouthBuild grant in the amount of \$871,562. 35 students started the program, and after 6 months 26 remained. The 26 participants learned on-site construction skills by working on the construction of 2 homes from ground level to final landscaping and the rehabilitation of 1 existing run-down home in the South Village Redevelopment Area. When completed, the homes will be sold to low-income families.

In 1996, the City of Phoenix received another YouthBuild grant for \$700,000. The proposed YouthBuild activities will require a total of \$1,366,182 to which the City of Phoenix is contributing \$275,208. An additional \$158,964 is being contributed from other federal sources and \$139,950 is coming from Maricopa County.

On November 12, 1996, a new class of 55 young men and women began the one year program. Their first requirement was to attend the graduation ceremony for their predecessors then a six-week orientation. For all students, YouthBuild will mean attending classes and learning vocational education skills in the construction fields to prepare them for construction careers. Of the 55 enrollees, 32 students will be selected to continue.

YouthBuild participants will have available to them a full spectrum of support services including: Child care; short-term emergency financial services; utility assistance; rental assistance; transportation via bus tokens and passes; emergency food and referrals for special needs (health care, mental health counseling, substance abuse counseling, and residential programs). Case management services will include job training, social and life skills development, client advocacy, frequent visits to home, school and work-sites.

Leadership development will occur throughout the program. Structures are in place for the development of a Youth Advisory Council. Participants will research, plan, implement and evaluate all aspects of community service projects, field trips to construction sites and apprenticeship locales and social and cultural activities. The development of leadership skills, community commitment, group interaction, peer support and mentoring will be part of the education strategy.

YouthBuild in Phoenix will rehabilitate and modernize 32 units of vacated public housing located at the four sites managed by the Phoenix Housing Department within the Enterprise Community boundaries. Partners in this program include Arizona Call-A-Teen, Metro Tech, Community Excellence Project, Labor's Community Services Agency, and the City's Step-up Program.

Updated 3/14/97

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[001]

Suzanne Johnstone - Phoenix, Arizona, EC

Suzanne Johnstone came to Successful Training Resources for Individual Development (STRIDE) during the summer of 1998. [REDACTED] Suzanne was very bright. [REDACTED] Managing Goal Achievement was instrumental in helping her take responsibility for plotting her future. She was placed in several different temporary positions by Volt and SCS staffing services until she found a "job match" in the position she currently holds as a receptionist/administrative assistant for Phoenix Regional Medical Center. Her placement began in December of 1998 and she became a permanent employee with full benefits in March 1999. She continues to receive day care assistance from DES, but is moving toward self sufficiency in other areas of her life. [REDACTED]

Project STRIDE helps link EC residents to jobs through an innovative team approach that involves all major stakeholders: employers, community agencies, training providers, neighborhood organizations, and support services agencies. Project STRIDE offers a comprehensive, 4-week training program on work maturity, goals management, computer skills, and other work-related topics. It provides extensive case management and follow-up, and access to GED classes. More than 80 people completed Project STRIDE training in its first year of operation, thanks to \$200,000 in EC funds. Forty-two have good jobs with an average wage of \$8.25 an hour plus full benefits.

For additional information, contact Carolyn Bristo at the City of Phoenix, 602-261-8607.

James Newton - Phoenix, Arizona, EC

James Newton arrived at Keys Community Center in March 1998. [REDACTED] He graduated from Successful Training Resources for Individual Development (STRIDE) in May and was placed at Hadco in June 1998. He has continued to perform well on the job and is in the process of completing his GED at Keys. Since starting at Hadco, he has been able to move into his own apartment and is saving for a car. His desire is to obtain further training in technical maintenance and work his way into a better position at Hadco. Hadco's willingness to take a chance [REDACTED] has given James an opportunity to demonstrate his ability to succeed [REDACTED]

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For additional information, contact Carolyn Bristo at the City of Phoenix, 602-261-8607.

Specialty Textile Services - Phoenix, Arizona

720 West Buchanan St., Phoenix, Arizona 85007

602-252-9230 Spoke with Ted on 5/6/99

Fax: 602-252-4507

"EXPAND allowed us to do what we wanted to do"

Ted Miotke had worked for a uniform and towel service business serving customers such as automotive repair shops for many years when the business was bought out by a national chain. The acquiring business did not purchase the plant at which Ted worked, but instead moved the operation to the outskirts of town to a new facility it built. The old inner-city plant in the EC and all its equipment were essentially abandoned. Ted saw this as a business opportunity. He had worked at that plant for over 10 years and thought it still had capacity to provide laundry services if the right market niche could be determined.

Ted went out to potential customers and asked them to work with him. Upon reaching agreement with several large clients, Ted proceeded to lease the plant from the original employer using \$50,000 of his own money and a \$25,000 loan from an individual (which will be fully paid off this coming October). Specialty Textile Services was formed in September by Ted (at the age of 31) and Josie Miotke in 1996 providing laundry services to hotels, resorts, clubs, and restaurants. Ted developed an on-going relationship with a consultant at Maricopa Community College's Small Business Development Center to assist him with cash-flow issues.

After successfully running (doubling the revenue each year) the business for a year and a half, Ted realized that he would need a new infusion of capital to continue to grow the business. Specialty Textile Services used EXPAND to obtain a loan (\$100,000) and a \$50,000 line of credit (which was later increased to \$100,000) to handle ever increasing accounts. Ted used the loan to acquire table linens to rent out to restaurants. "We couldn't have done it without the EXPAND program. It allowed us to buy table linen and rent it out. The initial cost of the business is very heavy up-front. You make your money over time. Without that capital [from EXPAND], we wouldn't have been able to do it." The establishment and growth of Specialty Textile Services created 16 new jobs in the EC. Approximately 60 percent of the employees live in the EC.

Ted and Josie now have the opportunity to purchase the plant, but there is underground contamination. They are working with the City of Phoenix on the possibility of using Brownfields funding to remediate the site.

For additional information, contact Carolyn Bristo at the City of Phoenix, 602-261-8607.

Meredith Dismuke - Phoenix, Arizona, EC

"Anyone can benefit from Stride. I give them a lot of credit for helping me pick myself up and brush myself off. The goals management helped me. I credit them with giving me the self-confidence to brush myself off and look for other opportunities."

Meredith Dismuke, 29 age, is the single mother of three young children. She has lived in the Phoenix area for 12 years. Her career goal is to be a teacher. Meredith had worked as a teacher in Head Start until her youngest child was born several years ago. In order to make ends meet, she accepted help through several public assistance programs. She came to Successful Training Resources for Individual Development (STRIDE) in January 1998 in an effort to return to a self-supporting lifestyle. Upon graduation, she started working at Hadco in March 1998. She worked the third shift for over a year, managed to get her children off to school, had been motivated enough to manage the schedule during mandatory overtime, and had eagerly worked her way through multiple certifications at Hadco. She is proud to have been one of the few women in her particular position at Hadco. (602-276-9888) [REDACTED] P6(b)(6) Meredith left Hadco, but anticipates returning to work this summer. The goal management skill taught by STRIDE gave her the confidence to seek out new employment. She attended a meeting of the founders of a new school - Wilson Academy - opening late August 1999 to discuss teaching opportunities. Meredith is optimistic about the opportunity to work at the Wilson Academy as a teacher for pre-kindergarten or kindergarten children.

Project STRIDE helps link EC residents to jobs through an innovative team approach that involves all major stakeholders: employers, community agencies, training providers, neighborhood organizations, and support services agencies. Project STRIDE offers a comprehensive, 4-week training program on work maturity, goals management, computer skills, and other work-related topics. It provides extensive case management and follow-up, and access to GED classes. More than 80 people completed Project STRIDE training in its first year of operation, thanks to \$200,000 in EC funds. Forty-two have good jobs with an average wage of \$8.25 an hour plus full benefits.

For additional information, contact Carolyn Bristo at the City of Phoenix, 602-261-8607. (602-276-9888, spoke with Meredith on 5/6/99 and faxed to Keys Community Center)

Mr. Joash Dukes

Ax-Cent Packaging - Phoenix, Arizona

2533 West Holly, Phoenix, AZ 85009

602-272-8070 hope to speak with him on 5/7.

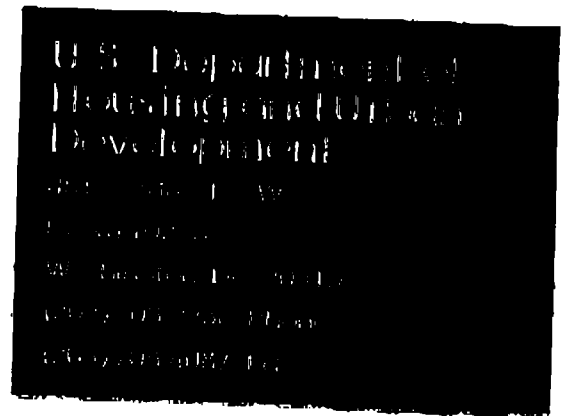
Fax: 602-272-8866

P6/(b)(6)

Ax-Cent Packaging is a packaging supplies distributor firm started in 1994 by Mr. Joash Dukes. Ax-cent Packaging has used the Expansion Assistance and Development Program (EXPAND) - established by the City of Phoenix to stimulate access to capital for growing firms, as well as create quality jobs for low and moderate income persons. Ax-Cent Packaging has used EXPAND to receive two loans and create eight new jobs in the Enterprise Zone. Mr. Dukes has been involved in the packaging industry for more than 15 years. With his leadership, Ax-Cent Packaging has graduated in five years from a Chicanos Por La Causa microloan to the EXPAND Program loans to a million dollar-plus bank loan to purchase its own warehouse. Ax-Cent Packaging is in a state-sponsored enterprise zone.

For additional information, contact Carolyn Bristo at the City of Phoenix, 602-261-8607.

From the Desk of...
Jacquie Lawing



FOX

To: LISA GREEN

Fax: 456-2223

Pages: 2

Phone: _____

Date: 6/14/99

Re: _____

♦ Urgent ♦ For Review ♦ Please Comment ♦ Please Reply ♦ Please Recycle

*** Comments: _____

Lisa - I hope this is helpful *AL*

Phonix

HUD INVESTMENTS IN PHOENIX, AZ

EXPAND PROGRAM: Located within the South Phoenix is a Enterprise Community, the largest economic impact there is from the new domed baseball stadium. This is consistently the hottest housing market in the country and, of course, FHA insurance has played a role. The Homeownership rate in Maricopa County is over 72% as of 1997.

Within the EB, the Expand Program is a loan collateralization program that uses over \$600,000 in CDBG funds to leverage financing and create new jobs. The program encourages lenders to make loans to businesses that might not have otherwise been able to secure start-up funds. One of their most successful projects is Marino Welding, which has become very successful. Eight more successful businesses have been created through the Expand Program, including Specialty Textile Services, Cornerstone Management and Kenwood Motors. *Wonderful program.* 1993 money

In Phoenix, Chicano's Por La Causa has received HUD funds through several programs to provide job training, jobs, microloans and housing.

In addition, HUD has assisted a number of businesses through the Enterprise Community Microloan Projects, including Casa Club and Fade Tite Barber Shop.

Guadalupe, AZ: The impact of federal dollars is strongly felt in the communities that border Phoenix, where the prosperity wagon has not stopped. The best example is the Town of Guadalupe, a true pocket of poverty. Unemployment there is twice the county average as is the incidence of crime. Housing is generally substandard. We have just finished a 202 senior housing project, there is a new YouthBuild grant in operation, self help housing funded in part with CDBG money is making a big difference and since the community is half native American, some of the new housing is being built with ONAP funds. Our Community Builders have been hard at work in Guadalupe and have brought many new programs such as the Project Challenge students sponsored by the Arizona National Guard to help renovate older houses, the Peace Corps Fellows program to help with the economic revival of the Mercado which is owned by the Town and a wheels to work program funded by the County and Bank of America.

South Phoenix -

- ① Corella Electric - nat'l minority business of year (1990)
Hiring EC residents? Superb business man.
- ② Multi-bank / Urban League Tucson project has HUD funds -



Scott Sherman <Scott_Sherman@hud.gov>

06/11/99 03:21:40 PM

Phoenix

Record Type: Record

To: Lisa Green/OPD/EOP

cc:

Subject: Info on Phoenix, AZ

Lisa, Jacquie asked me to send you this. There are some background materials i'm trying to fax you, but they're not going thru -- I'll keep trying.

HUD INVESTMENTS IN PHOENIX, AZ

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3. **PHOENIX, AZ: Community Investment through SBICs and CDFIs/Providing Access to Capital in Hispanic Communities**

Advantages

- Arizona MultiBank Community Development Corporation (Multibank) is a non-profit CDFI and is working to create one of the first LMI SBICs.
- MultiBank has provided \$12.5 million to 200 projects throughout Arizona, including a home-based day care business and a local magazine dedicated to the arts and lifeways of Native Peoples. It is capitalized with over \$10 million from several banks including Norwest/Wells Fargo Bank, Bank of America, Bank One Arizona.
- MicroIndustry Credit Rural Organization (MICRO), based in Tuscon, was a Presidential Award winner and has received funds from the CDFI Fund. MICRO is a non-profit loan fund and technical assistance provider that is one of the oldest Hispanic development organizations in the nation.

Potential Announcements and Site Visits

- MultiBank is currently trying to raise \$5 million from major banks for its new LMI SBIC. We could announce the first LMI SBIC and these new private investments.
- We could also visit a business financed by MultiBank. For example, Corella Electric, which was the SBA1986 Minority Small Business of the Year received working capital from MultiBank in its early years. This company now has contracts with AT&T and is so successful that they gave a supplemental payment to MultiBank to make microloans to aspiring small businesses in South Phoenix.
- **Other Strong CDFI Options:** At the same time that these announcements were being made we could also have principals throughout the country making CDFI announcements in other locations. The following are also good CDFI options that the President could visit as an alternative to the Phoenix or Mississippi Delta CDFIs. Other potential sites include:

PHILADELPHIA, PA: Delaware Valley Community Reinvestment Fund

BOSTON, MA: Community Loan Fund

CHICAGO, IL: Facilities Fund in Chicago (which funds daycare facilities).

All of the above CDFIs have received past funding from the CDFI fund and they are all prepared to make substantial investment announcements from the private sector.

- Another option is to bring representatives from these CDFIs to MultiBank and make a series of announcements about new investments. As an example, Fannie Mae has indicated that they may be in a position to announce new CDFI investments building upon their existing investments with several CDFIs throughout the country. In total there are potentially \$100 million in new CDFI announcements that could potentially be announced as part of the trip.

New Markets Characteristics

- The communities we would visit are racially diverse with significant Hispanic populations (25+%).

5. **CDFI Day**

- There are several good CDFI options, so we could likely find a solid CDFI to build an entire event around if we needed to visit a particular geographical location. These events would also highlight real private sector commitments.
- Potential sites include: Delaware Valley Community Reinvestment Fund in Philadelphia, Boston Community Loan Fund, Illinois Facilities Fund in Chicago, and Community Loan Fund of New Jersey.
- If we held a CDFI Day, representatives from CDFIs could be brought together in one location with the President – or the VP and Cabinet Secretaries could go on site at other CDFIs at the same time the President visits one of the CDFI cities mentioned above.

6. **Phoenix and Tucson, Arizona** (see pages 4-6)

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Potential Deliverables

- Multibank is currently trying to raise \$5 million from major banks for its new LMI SBIC

7. **Mississippi Delta** (see pages 7,8,28)

- Enterprise Corporation of the Delta (Enterprise) is a CDFI, a SBIC, and soon to be SBA 7(a) Lender.
- Several businesses that have received SBIC financing through Enterprise that can be considered success stories.

Potential Deliverables

- Enterprise will become a new SBA lender in June and is raising new investments from several corporations including Blue Cross/Blue Shield and Skytel.

9. WINDOW ROCK, AZ: Private Sector Investment in Native American Communities

Advantages

- First American Credit Union has received a \$1 million grant from the CDFI Fund. This CDFI is also providing the first ATMs on the reservation..

Potential Announcements and Site Visits:

- A visit to this reservation could be combined with the commerce report on infrastructure on Native American lands. It is possible that some telecommunications companies.
- In addition, Kevin Gover at BIA is talking to Intel, which has a huge plant in New Mexico, about doing more than they already are--which is basically funding training programs at the Tribal Colleges. IBM also has funded one training program.
- We are looking for a possible tribal college site in the Dakotas for a new program. To that end, Lynn has asked the Association that represents the tech industries to find someone to fund a program like that. Also, Lynn has talked to Bill Sweeney from EDS about training programs and wiring BIA schools.

Phoenix



saunders.miller@sba.gov

05/28/99 04:53:04 PM

Record Type: Record

To: Millicent.Hodge@sba.gov, Lisa Green/OPD/EOP

cc:

Subject: Arizona

I got some clarification on the location of the Corella Electric Wire and Cable plant in Phoenix that we talked about today because of the statement in the article where it says "John Corella never lost sight of his old neighborhood." The plant is not actually in the old neighborhood. The plant is in a state enterprise zone called Opportunity Park, and to access the industrial park, you either go along a highway or through poor neighborhoods.

Some more specific details... AT&T built the plant, and an RBOC (regional bell operating company) needed to purchase components from more minority firms. So AT&T held a competition and had 90 submissions. Corella won and leased the plant as well as the equipment and technologies from AT&T, and the contracts were used as the basis for financings that were done.

Saunders
202.205.3646



- att1.htm

this process. M.R. Beal believes that the Village Square Commons approach offers opportunities for communities around the nation to develop public/private partnerships on a profitable basis.

The complex financings associated with the project will leverage the incentives and benefits available, from the State of New Jersey Urban Enterprise Zone incentives and from the Federal Empowerment Zone and Enterprise Community Programs, as a result of Newark's status as an Enterprise Community.

2. **Dain Rauscher Corporation/Irving Weiser, CEO**

A. **The Company**

Dain Rauscher Corporation ("Dain Rauscher") is a Minneapolis-based full service brokerage and investment banking firm. Dain Rauscher is organized into three primary business groups: its Private Client Group, Equity Capital Markets (Dain Rauscher Wessels) and Fixed Income Capital Markets. Founded in 1973, Dain Rauscher has approximately 93 domestic sales offices throughout the country, a total employee population of 3,600 and \$4,522,000,000 in assets under management.

Dain Rauscher's Chairman of the Board and Chief Executive Officer is Irving Weiser. Mr. Weiser is the immediate past Chairman of the SIA. During his tenure as SIA's Chairman, Mr. Weiser was a vocal and frequent advocate for all aspects of the Association's diversity initiative and has continually demonstrated his personal commitment to these ideals, not only through his work with the SIA but within his own firm as well.

B. **Dain Rauscher's Recent Initiative**

1. **Mesa, Arizona
Mercy Housing Services**

Dain Rauscher recently underwrote financing for a housing development in Mesa, Arizona. The housing development is targeted at low to moderate-income families. Mesa, Arizona is a medium sized city in the Phoenix metropolitan area. Like most metropolitan areas, Phoenix and its environs lack affordable rental housing for families who work and who do not qualify for any subsidy programs (i.e., the working poor). Dain Rauscher's client is Mercy Housing ("Mercy"), a Catholic charity that owns and operates over 5,000 units of affordable and special needs housing throughout the Country. Dain Rauscher began working with Mercy in 1997 and, since that time, has underwritten the acquisition and construction of over 500 housing units in the Phoenix Metro Area.

Villas de Merced is a 96-unit multifamily new development project currently under construction in Mesa, Arizona. Upon completion, the property will provide below market rents to families making 50% or less of the area wide median income.

Through Dain Rauscher's packaging of a variety of state and federal programs, the project was consummated in a cost effective manner. These programs included \$4,725,000 in bonds guaranteed by the Federal Housing Authority ("FHA"), \$2,000,000 in Low Income Housing Tax Credits purchased by FNMA and \$400,000 in HOME funds provided by the City of Mesa. The procurement of these funds enabled Mercy to deliver housing units for a total construction cost of under \$50,000 per unit in a market where typical costs run in excess of \$75,000 per unit. These savings are directly passed on to the low income tenants who will live in the housing in the form of lower rents. Prospective tenants are predominantly working families who receive no additional rent subsidies.

The financing closed in March 1999 and the building is currently under construction. The combination of federal, state and local programs, along with the work of the non-profit corporation allowed the infusion of capital into an area that under normal market operations, would not have attracted such capital. One further note, the project is located adjacent to a HUD 202 elderly housing project also developed by Mercy. By combining affordable housing with elderly housing, Mercy will be able to provide decent, safe and affordable housing for four generations of families.

3. Utendahl Capital Partners, L.P./John Utendahl, CEO

A. The Company

Utendahl Capital Partners, L.P. is a full service, minority-owned investment bank and broker/dealer. Since its inception in 1992, the firm has participated as a lead, co-lead, co-manager or selling group member in the structuring, placing and underwriting of over \$350 billion in corporate, asset-backed, mortgage-backed, common stock, preferred stock, convertible and agency securities. It has also developed an expertise in equity and convertible securities transactions and is one of only a few Wall Street firms specializing in convertible securities. An affiliate company, Utendahl Capital Management, L.P., is a registered investment advisor specializing in fixed income and convertible bond asset management. Utendahl Capital Management currently has approximately \$1 billion in assets under management.

John O. Utendahl is the President and Chief Executive Officer and as well, is a member of SIA's Board of Directors.

B. Utendahl Capital Partner's Recent Initiative

1. UrbanAmerica, L.P.

Utendahl Capital Partners, L.P. is sponsoring UrbanAmerica, L.P., a \$100,000 million private real estate investment company focused entirely on acquiring income producing commercial real estate in major urban inner-city markets. The company's goal is to help stabilize

A2

State	Arizona	City	Phoenix
Contact	Ted Miotke	Program	Specialty Textile Services

Seeing Business Opportunity in the Phoenix EC

"EXPAND allowed us to do what we wanted to do"

- Ted Miotke, Owner of Specialty Textile Services

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Ted and Josie now have the opportunity to purchase the plant, but there is underground contamination. They are working with the City of Phoenix on the possibility of using Brownfields funding to remediate the site.

Specialty Textile Services is located at 720 West Buchanan St., Phoenix, Arizona 85007. Their phone number is 602-252-9230 and their fax number is 602-252-4567.

For additional information, contact Carolyn Bristo at the City of Phoenix, 602-261-8607.

To: Karen Atwood
From: Robert J. Blaney
Re: POTUS Visit – Arizona

Arizona

Please be advised that this office is in receipt of your correspondence regarding the potential visit of President Clinton to Arizona.

Andrew W. Gordon, president of the Arizona MultiBank has had discussion regarding this matter with Saunders Miller, from SBA's Investment Division for several weeks. Both Mr. Miller and Mr. Gordon made me aware of the potential visit of the President when it became more of a possibility.

Mr. Gordon, Mr. Miller and I discussed this visit and Mr. Gordon forwarded me a memorandum that was the result of a conversation he and Mr. Miller had this past Friday, June 11, 1999.

In his memorandum Mr. Gordon conveys the interest and support of the MultiBank to participate in an appropriate visit/event with the President, consistent with the theme of private sector support of small business here in Arizona.

Our suggestion would be a visit to Corella Electric Wire and Cable. Corella is a business that was supported by the Arizona MultiBank, was a start-up, is Hispanic-owned, graduate of the 8(a) program and now \$30 million-a-year wire manufacturer.

Depending on lead-time for organizational purposes, we could probably also include a diverse representation of Arizona MultiBank Borrowers and their products. This would include Salsa and Hot Sauce that are sold in the National Parks under the Fred Harvey label.

The program could feature a cross-section of borrowers, CDFI financing programs and SBA programs that demonstrate the "continuum of financing" available in Arizona. The "book ends" of the continuum would be micro lending, which this district leads the country in, on one end and the "to-be-announced" new markets SBIC on the other. The announcement, with executives from investor banks, would be the debut of the information new markets.

We are really looking forward to having a LMISBIC in Arizona as we continue our outreach into new markets.

The location of the event would be at "Opportunity Park" where Corella Electric Wire and Cable is located. This is approximately 51st Avenue and Roosevelt in Phoenix. I have enclosed digital photos of the area for your review.

Please let me re-emphasize that we in Arizona are very eager to work with you to make

this a very meaningful Presidential visit.

Thank you for your consideration. Please call me if you have any questions. My new telephone number (we changed our numbers last Friday) is 602-745-7222.

From the Desk of...
Jacquie Lawing

U.S. Department of
Housing and Urban
Development

451 7th Street, S.W.

Room 10226

Washington, DC 20410

(202) 708-2236 Phone

(202) 708-4087 Fax

FOX

To: LISA Green

Fax:

Pages: 7

Phone:

Date: 6/11/99

Re:

♦ Urgent ♦ For Review ♦ Please Comment ♦ Please Reply ♦ Please Recycle

*** Comments:

Arizona

HUD INVESTMENTS IN PHOENIX, AZ

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YouthBuild

Phoenix has developed a highly successful YouthBuild program. The purpose of the YouthBuild is to provide economically disadvantaged youth with education and employment skills through opportunities for meaningful work in their communities as well as helping to meet the housing needs of homeless individuals and members of low and very-low income families. The program is designed to provide on-site housing construction and rehabilitation work experience and off-site academic classes, job skills training, leadership development and supportive services for young adults, primarily high school dropouts. This program will increase the supply of affordable housing for the homeless and very-low income families.

In 1995, the City of Phoenix Human Services Department received a YouthBuild grant in the amount of \$871,562. 35 students started the program, and after 6 months 26 remained. The 26 participants learned on-site construction skills by working on the construction of 2 homes from ground level to final landscaping and the rehabilitation of 1 existing run-down home in the South Village Redevelopment Area. When completed, the homes will be sold to low-income families.

In 1996, the City of Phoenix received another YouthBuild grant for \$700,000. The proposed YouthBuild activities will require a total of \$1,366,182 to which the City of Phoenix is contributing \$275,208. An additional \$158,964 is being contributed from other federal sources and \$139,950 is coming from Maricopa County.

On November 12, 1996, a new class of 55 young men and women began the one year program. Their first requirement was to attend the graduation ceremony for their predecessors then a six-week orientation. For all students, YouthBuild will mean attending classes and learning vocational education skills in the construction fields to prepare them for construction careers. Of the 55 enrollees, 32 students will be selected to continue.

YouthBuild participants will have available to them a full spectrum of support services including: Child care; short-term emergency financial services; utility assistance; rental assistance; transportation via bus tokens and passes; emergency food and referrals for special needs (health care, mental health counseling, substance abuse counseling, and residential programs). Case management services will include job training, social and life skills development, client advocacy, frequent visits to home, school and work-sites.

Leadership development will occur throughout the program. Structures are in place for the development of a Youth Advisory Council. Participants will research, plan, implement and evaluate all aspects of community service projects, field trips to construction sites and apprenticeship locales and social and cultural activities. The development of leadership skills, community commitment, group interaction, peer support and mentoring will be part of the education strategy.

YouthBuild in Phoenix will rehabilitate and modernize 32 units of vacated public housing located at the four sites managed by the Phoenix Housing Department within the Enterprise Community boundaries. Partners in this program include Arizona Call-A-Teen, Metro Tech, Community Excellence Project, Labor's Community Services Agency, and the City's Step-up Program.

Updated 3/14/97

[Return to Arizona State Office Home Page](#)



Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
002. fax	From Jacquie Lawing To Lisa Green; RE: personal info [partial] (3 pages)	06/11/1999	P6/b(6)

COLLECTION:

Clinton Presidential Records
Policy Development
Lisa Green
OA/Box Number: 20590

FOLDER TITLE:

Phoenix & Tucson Arizona

2012-0043-S
ms252

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
- P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
- P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]
- P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

C. Closed in accordance with restrictions contained in donor's deed of gift.

PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).

RR. Document will be reviewed upon request.

Freedom of Information Act - [5 U.S.C. 552(b)]

- b(1) National security classified information [(b)(1) of the FOIA]
- b(2) Release would disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA]
- b(3) Release would violate a Federal statute [(b)(3) of the FOIA]
- b(4) Release would disclose trade secrets or confidential or financial information [(b)(4) of the FOIA]
- b(6) Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA]
- b(7) Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]
- b(8) Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]
- b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

[002]

Suzanne Johnstone - Phoenix, Arizona, EC

Suzanne Johnstone came to Successful Training Resources for Individual Development (STRIDE) during the summer of 1998. [REDACTED] Suzanne was very bright. [REDACTED] Managing Goal Achievement was instrumental in helping her take responsibility for plotting her future. She was placed in several different temporary positions by Volt and SCS staffing services until she found a "job match" in the position she currently holds as a receptionist/administrative assistant for Phoenix Regional Medical Center. Her placement began in December of 1998 and she became a permanent employee with full benefits in March 1999. She continues to receive day care assistance from DES, but is moving toward self sufficiency in other areas of her life. [REDACTED]

Project STRIDE helps link EC residents to jobs through an innovative team approach that involves all major stakeholders: employers, community agencies, training providers, neighborhood organizations, and support services agencies. Project STRIDE offers a comprehensive, 4-week training program on work maturity, goals management, computer skills, and other work-related topics. It provides extensive case management and follow-up, and access to GED classes. More than 80 people completed Project STRIDE training in its first year of operation, thanks to \$200,000 in EC funds. Forty-two have good jobs with an average wage of \$8.25 an hour plus full benefits.

For additional information, contact Carolyn Bristo at the City of Phoenix, 602-261-8607.

James Newton - Phoenix, Arizona, EC

James Newton arrived at Keys Community Center in March 1998. [REDACTED] He graduated from Successful Training Resources for Individual Development (STRIDE) in May and was placed at Hadco in June 1998. He has continued to perform well on the job and is in the process of completing his GED at Keys. Since starting at Hadco, he has been able to move into his own apartment and is saving for a car. His desire is to obtain further training in technical maintenance and work his way into a better position at Hadco. Hadco's willingness to take a chance [REDACTED] has given James an opportunity to demonstrate his ability to succeed. [REDACTED]

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For additional information, contact Carolyn Bristo at the City of Phoenix, 602-261-8607.

Specialty Textile Services - Phoenix, Arizona

720 West Buchanan St., Phoenix, Arizona 85007

602-252-9230 Spoke with Ted on 5/6/99

Fax: 602-252-4507

"EXPAND allowed us to do what we wanted to do"

Ted Miotke had worked for a uniform and towel service business serving customers such as automotive repair shops for many years when the business was bought out by a national chain. The acquiring business did not purchase the plant at which Ted worked, but instead moved the operation to the outskirts of town to a new facility it built. The old inner-city plant in the EC and all its equipment were essentially abandoned. Ted saw this as a business opportunity. He had worked at that plant for over 10 years and thought it still had capacity to provide laundry services if the right market niche could be determined.

Ted went out to potential customers and asked them to work with him. Upon reaching agreement with several large clients, Ted proceeded to lease the plant from the original employer using \$50,000 of his own money and a \$25,000 loan from an individual (which will be fully paid off this coming October). Specialty Textile Services was formed in September by Ted (at the age of 31) and Josie Miotke in 1996 providing laundry services to hotels, resorts, clubs, and restaurants. Ted developed an on-going relationship with a consultant at Maricopa Community College's Small Business Development Center to assist him with cash-flow issues.

After successfully running (doubling the revenue each year) the business for a year and a half, Ted realized that he would need a new infusion of capital to continue to grow the business. Specialty Textile Services used EXPAND to obtain a loan (\$100,000) and a \$50,000 line of credit (which was later increased to \$100,000) to handle ever increasing accounts. Ted used the loan to acquire table linens to rent out to restaurants. "We couldn't have done it without the EXPAND program. It allowed us to buy table linen and rent it out. The initial cost of the business is very heavy up-front. You make your money over time. Without that capital [from EXPAND], we wouldn't have been able to do it." The establishment and growth of Specialty Textile Services created 16 new jobs in the EC. Approximately 60 percent of the employees live in the EC.

Ted and Josie now have the opportunity to purchase the plant, but there is underground contamination. They are working with the City of Phoenix on the possibility of using Brownfields funding to remediate the site.

For additional information, contact Carolyn Bristo at the City of Phoenix, 602-261-8607.

Meredith Dismuke - Phoenix, Arizona, EC

"Anyone can benefit from Stride. I give them a lot of credit for helping me pick myself up and brush myself off. The goals management helped me. I credit them with giving me the self-confidence to brush myself off and look for other opportunities."

Meredith Dismuke, 29 age, is the single mother of three young children. She has lived in the Phoenix area for 12 years. Her career goal is to be a teacher. Meredith had worked as a teacher in Head Start until her youngest child was born several years ago. In order to make ends meet, she accepted help through several public assistance programs. She came to Successful Training Resources for Individual Development (STRIDE) in January 1998 in an effort to return to a self-supporting lifestyle. Upon graduation, she started working at Hadco in March 1998. She worked the third shift for over a year, managed to get her children off to school, has been motivated enough to manage the schedule during mandatory overtime, and has eagerly worked her way through multiple certifications at Hadco. She is proud to have been one of the few women in her particular position at Hadco. (602-276-9888) P6/(b)(6) Meredith left Hadco, but anticipates returning to work this summer. The goal management skill taught by STRIDE gave her the confidence to seek out new employment. She attended a meeting of the founders of a new school - Wilson Academy - opening late August 1999 to discuss teaching opportunities. Meredith is optimistic about the opportunity to work at the Wilson Academy as a teacher for pre-kindergarten or kindergarten children.

Project STRIDE helps link EC residents to jobs through an innovative team approach that involves all major stakeholders: employers, community agencies, training providers, neighborhood organizations, and support services agencies. Project STRIDE offers a comprehensive, 4-week training program on work maturity, goals management, computer skills, and other work-related topics. It provides extensive case management and follow-up, and access to GED classes. More than 80 people completed Project STRIDE training in its first year of operation, thanks to \$200,000 in EC funds. Forty-two have good jobs with an average wage of \$8.25 an hour plus full benefits.

For additional information, contact Carolyn Bristo at the City of Phoenix, 602-261-8607. (602-276-9888, spoke with Meredith on 5/6/99 and faxed to Keys Community Center)

Mr. Joash Dukes

Ax-Cent Packaging - Phoenix, Arizona

2533 West Holly, Phoenix, AZ 85009

602-272-8070 hope to speak with him on 5/7.

P6/(b)(6)

Fax: 602-272-8866

Ax-Cent Packaging is a packaging supplies distributor firm started in 1994 by Mr. Joash Dukes. Ax-cent Packaging has used the Expansion Assistance and Development Program (EXPAND) - established by the City of Phoenix to stimulate access to capital for growing firms, as well as create quality jobs for low and moderate income persons. Ax-Cent Packaging has used EXPAND to receive two loans and create eight new jobs in the Enterprise Zone. Mr. Dukes has been involved in the packaging industry for more than 15 years. With his leadership, Ax-Cent Packaging has graduated in five years from a Chicanos Por La Causa microloan to the EXPAND Program loans to a million dollar-plus bank loan to purchase its own warehouse. Ax-Cent Packaging is in a state-sponsored enterprise zone.

For additional information, contact Carolyn Bristo at the City of Phoenix, 602-261-8607.

State	Arizona	City	Phoenix
Contact	Ted Miotke	Program	Specialty Textile Services

Seeing Business Opportunity in the Phoenix EC

"EXPAND allowed us to do what we wanted to do"

- Ted Miotke, Owner of Specialty Textile Services

Ted Miotke had worked for a uniform and towel service business serving customers such as automotive repair shops for many years when the business was bought out by a national chain. The acquiring business did not purchase the plant at which Ted worked, but instead moved the operation to the outskirts of town to a new facility it built. The old inner-city plant in the EC and all its equipment were essentially abandoned. Ted saw this as a business opportunity. He had worked at that plant for over 10 years and thought it still had capacity to provide laundry services if the right market niche could be determined.

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Ted and Josie now have the opportunity to purchase the plant, but there is underground contamination. They are working with the City of Phoenix on the possibility of using Brownfields funding to remediate the site.

Specialty Textile Services is located at 720 West Buchanan St., Phoenix, Arizona 85007. Their phone number is 602-252-9230 and their fax number is 602-252-4507.

For additional information, contact Carolyn Bristo at the City of Phoenix, 602-264-8607.

PARTNERSHIPS

Entrepreneur Gives Others A Chance To Succeed With Their Own Dreams

John Corella never lost sight of his old neighborhood. When the opportunity arose to give something back, he responded with the same drive that led to his first company, Corella Electric, being named the 1986 "Minority Small Business of the Year" by the U.S. Small Business Administration.

Six years later, Corella teamed with the Southwest Harvard Group to respond to a Request for Quotation by AT&T. The Fortune 500 company had developed technology to manufacture a specialized telephone-cable wire and wanted to form a strategic alliance to produce the wire.

"AT&T was not looking for a start-up company," Corella explained. "Our reputation for technological and management expertise made us a very viable partner to develop and operate the proposed state-of-the-art manufacturing plant."

Among Corella's challenges: secure financing to "ramp up" and meet high-production requirements. The solution: a term working capital loan from the MultiBank for operations and a more traditional line of credit from one of its Investing Banks.

As part of the agreement, the MultiBank's equity-like role was linked to the venture's success. The result: a \$50,000 supplemental payment from Corella to MultiBank for loans to aspiring small businesses, many home-based in South Phoenix.

Nearly 30 loans ranging from \$500 to \$3,000 have been generated from the fund, mostly to minority and women-owned businesses, participating in the entrepreneurial training program, the Self Employment Loan Fund (SELF).

"We agreed to this pricing mechanism because the MultiBank was there for us and this was our chance to be there for someone else," Corella said.



John Corella (front) and his business partners Jess Valenzuela (back left) and John Thickett assisted other small businesses in the Phoenix area. Corella's other partners are Gary Trujillo and Gary Magnuson.

Business
Fund

South Phoenix
Area of Small Business
over

1-3 to be only for A L K 111m SBICs

North Carolina

11/1/99
to be in place
12/1/99

General Information



saunders.miller@sba.gov

05/28/99 04:53:04 PM

Record Type: Record

To: Millicent.Hodge@sba.gov, Lisa Green/OPD/EOP

cc:

Subject: Arizona

I got some clarification on the location of the Corella Electric Wire and Cable plant in Phoenix that we talked about today because of the statement in the article where it says "John Corella never lost sight of his old neighborhood." The plant is not actually in the old neighborhood. The plant is in a state enterprise zone called Opportunity Park, and to access the industrial park, you either go along a highway or through poor neighborhoods.

Some more specific details... AT&T built the plant, and an RBOC (regional bell operating company) needed to purchase components from more minority firms. So AT&T held a competition and had 90 submissions. Corella won and leased the plant as well as the equipment and technologies from AT&T, and the contracts were used as the basis for financings that were done.

Saunders

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- att1.htm

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Date: 6-24-99

To: Lisa Green

Fax Number: 62223

Total Pages: 8

From: Janelle Erickson
Tel: (202) 456-6620
Fax: (202) 456-2604

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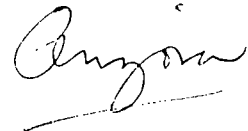
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PHONE: (202) 225-4065
FAX: (202) 225-1655

COMMENTS: Per our conversation - here are
a few recommendations - keep in touch



Small Business Incubator Programs
South Phoenix (AZ)
June 1999

Ronnie Lopez Small Business Incubator

Chicanos Por La Causa, Inc. (CPLC)

1107 E. Tonto

Phoenix, AZ 85034

Contact: Pete Garcia, (602) 257-0700, or Raul Torres, (602) 257-7080

Fax: (602) 257-7082

This facility serves as CPLC's Incubator Center. The Center provides affordable office space and is combined with the Small Business Assistance Center, which provides technical assistance and access to fax machines, personal computers and business software, copiers and shared receptionist services. Currently, the Center has four tenants with room for one additional business.

Westside Small Business Assistance Center

Chicanos Por La Causa, Inc. (CPLC)

3210 W. Van Buren St.

Phoenix, AZ 85004

Contact: Pete Garcia, (602) 257-0700, Raul Torres, (602) 257-7080

This facility provides technical assistance and access to fax machines, personal computers and business software, and copiers. The services are free to small businesses and micro enterprises within the City of Phoenix Enterprise Community.

City of Phoenix Community and Economic Development (CEDD) Incubator Program

Contacts: Terri Taylor Lima, City of Phoenix CEDD Incubator Program, (602) 262-5040
or Lynn Timmons, City of Phoenix Intergovernmental Programs, (602) 256-4257

This program was designed to promote business growth in the Enterprise community. The city has worked to establish four small business incubators. These agencies provide technical assistance or help with creating business plans, developing marketing strategies, tax preparation, and general business administration services. Incubator services such as access to computers, copiers, fax machines, telephones, and office supplies are provided to small businesses within the EC. The current incubators are:

Greater Phoenix Urban League, 1402 S. Seventh Ave., Phoenix, AZ

Community Excellence Project, 2457 E. Broadway Road, Phoenix, AZ

Chicanos Por La Causa, Inc., 1102 E. Tonto St., Phoenix, AZ

Carl Hayden Center, 3216 W. Van Buren St., Phoenix, AZ

Cumulatively, these four incubators have projected that they will achieve the following results over the 1998-1999 grant year:

- Provide outreach to an estimated 200 small businesses