The Arizona Association for Economic Development was founded 30 years ago by eleven forward thinking business and economic development leaders. The Constitution and Bylaws of the Arizona Association for Industrial Development were adopted and signed on April 24th, 1974. Officers of the association at the time of the filing of the Articles of Incorporation in 1974 were: David Richmond - President; Shelby Dill - 1st Vice President; Dean Service - 2nd Vice President; and Rick Ireland - Secretary/Treasurer. Other Board members were Alan Rings, William Lampkin, Ben Warren, Jerry Brown, Jim Young, Louis Shade, and Frank Mangin.

Many things have changed over the years, but our primary focus and mission is still the same after 30 years. In 1974 we had a mix of public and private companies and ED professionals as we do today.

We started with humble beginnings. The A.A.E.D. office was in the home of Ceal Klinger our first executive secretary. We had no Executive Director. Meetings were twice per year. According to Rick Ireland these "Fall and Spring Conferences" were the only formal meetings. A.A.E.D.'s original eleven charter members have now grown to 470 members.

The passion these founding fathers (see a listing on page 6) felt seems to have been contagious. Organizations do not endure recessions, political upheaval, state budget deficits, fire, flood, locusts etc. A.A.E.D. has done that and more.

Why does an organization not only endure but also continue to build momentum? Simple, passion of its mem-

**Editor's Note**

As economic developers we must have a forward focus; landing the next company, planning a business expansion, creating more jobs, etc. We rarely take the time to look back at all we have accomplished. With this issue AAED UPDATE turns back the clock to celebrate the 30th Anniversary of the Arizona Association for Economic Development (formerly Arizona Association for Industrial Development).

A special thanks to Rachel Burke, Amara Boesch, John Bowers, Betty Niles and Rick Ireland for going above and beyond to produce this edition.

**Joyce Grossman**
Editor-in-Chief
joyce.grossman@hotmail.com

**Very Different – Very Similar: A Look at 30 Years**

BRUCE COOMER, ARIZONA DEPARTMENT OF COMMERCE

The Arizona Association for Economic Development was founded 30 years ago by eleven forward thinking business and economic development leaders. The Constitution and Bylaws of the Arizona Association for Industrial Development were adopted and signed on April 24th, 1974. Officers of the association at the time of the filing of the Articles of Incorporation in 1974 were: David Richmond - President; Shelby Dill - 1st Vice President; Dean Service - 2nd Vice President; and Rick Ireland - Secretary/Treasurer. Other Board members were Alan Rings, William Lampkin, Ben Warren, Jerry Brown, Jim Young, Louis Shade, and Frank Mangin.

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**The Top Ten: Then and Now**

ANNE DANCOFF, CITY OF CHANDLER

POPULATION, HIGHEST TO LOWEST

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Spotlight On: Rick Ireland
BRUCE COOMER, ARIZONA DEPARTMENT OF COMMERCE

It was my pleasure to spend time with one of AAED’s founders, Rick Ireland. The majority of our members know Rick.

He has never met a stranger. He is a difficult person not to like instantly.

Rick was AAED’s first secretary/treasurer, 5th President, 1979 Economic Developer of the Year, and a very active, committed, and dynamic member for the past 30 years.

Rick stated proudly that the reason he and ten other civic-minded leaders founded AAID was because at that time there was no governmental or private agency or organization to promote and "sell" Arizona.

We did self-financed "Recruiting Trips" to tell the Arizona story in other states. Rick relates that at that time AAID was a very exclusive group that was by invitation only.

We were a small group with the single mission of recruiting industry to Arizona. The Governor would travel with us to give us credibility and bring attention to industry leaders that Arizona was serious about luring them to our state.

Rick says that he believes the reason for AAED’s longevity is because "we have not forgotten who we are." He feels that the organization has grown yet kept our mission and purpose in focus.

Rick says he continues to be a member because he feels AAED is a first class organization that affords its members great educational and networking opportunities.

When I asked Rick what his most important accomplishment had been in 37 years of business his reply was quick and simple. "My family". Rick and Barbara have been married for 37 years. Barbara is a media specialist at Madison Heights Elementary. They have three very accomplished children.

When asked for a little known fact about himself Rick replied "I love doing things for people and I don’t expect anything in return".

Very Different – Very Similar, CONTINUED

Executive Directors, Board Members, Committee Chairs, and active and enthused members. Our incredible success and accomplishments has been a continued team effort.

Very Different – Very Similar, CONTINUED

Arizona Association for Industrial Development (AAID) is formed. 54 members join. President Nixon resigns.

1977
Apple II goes on sale.
Carter signs Canal Treaty.
Elvis Presley dies.
“Star Wars” is released.

1980
Mt. St. Helen erupts.
Arizona’s 100-year flood.
John Lennon is assassinated
“Who Shot J.R.?“

1983
Phelps Dodge miners on yearlong strike.
Sally Ride is the first female astronaut in space.
President’s Message

Toward the end of August, Jennie Alva and I were having lunch with Ben Warren. Ben was one of AAED’s Founding Fathers, and a charter member. Ben was excited about the AAED 30th anniversary party coming up in October at the Wigwam Resort and said he would plan on attending if he was feeling okay. He also said he would try to drag “that old dog” Bill Stephenson with him.

We had a nice visit. Richard Parker, another charter member of AAED, told me a couple of years ago that Ben Warren was, “in his day,” the state’s best Economic Developer. In the 70’s and 80’s, when it came to Arizona’s economic development, Ben Warren was the “go-to” guy.

The Greater Phoenix Economic Council (GPEC) had not yet been formed, and many of Arizona’s cities and towns had not really grasped the concept of economic development. As Richard said, Ben Warren kept “the book” on all of the properties and buildings available in Metro Phoenix and other parts of the state.

Company execs interested in starting a business in Arizona were directed to Ben and his “book.” Technology has helped changed our industry, and Ben’s trusty “book” would be obsolete these days. But Ben was able to adapt and change to newer technologies.

In many ways, Ben typifies what our 30th year anniversary is all about — a celebration of one of the nation’s most successful states in terms of economic development and a celebration acknowledging the accomplishments of new and old, a reunion of our peers in our economic development industry.

Thanks to efforts of pioneers like Ben, Arizona is the envy of most every state in our nation when it comes to recruiting and siting new projects, thus creating economic wealth for our communities.

As Jennie and I left lunch, I remember watching Ben walk back to his car, the crook in his back a little more defined. I was hoping that his health would magically improve but he seemed fine.

Ben passed away later in the day.

I’ve always found it interesting that upon learning of a recent passing, people often say ‘so and so can’t be dead. I just spoke to him or her last week.’ As if by them having recently seen the person somehow precludes them from possibly passing away.

I don’t think that way at all. I just think Jennie and I were very lucky. We got to say goodbye to an old friend.

David Bentler
AAED President 2004-2005

Editor’s Note: Ben Warren passed away in late August. A “Ben Warren Memorial Fund” has been established by AAED to help further the efforts of Economic Development in Arizona. Checks for the Ben Warren Memorial Fund may be sent to AAED, 4620 E. Elwood Street #13, Phoenix, AZ 85040.
AAED Committees: 30 Years of Service

JAMES MASON, CITY OF PEORIA

Thirty years ago you could maximize your membership by being involved with committees. The same is true today. Back in the 1970s you had only a choice of two committees: Business Prospecting and the Spring/Fall Conferences. In general, the committees were used to create business relationships (today, called “networking”). Both of these committees were the main catalyst behind the planning and execution of nationwide corporate prospecting trips.

Today you can sign up for 13 committees:
- Educational Programs
- Events
- EDDE Awards
- EDDE Awards Banquet
- Governor’s/AAED Rural Conference
- Governmental Affairs
- Grants & Funding
- Industry Forum
- Membership
- PR/Communications
- Rural
- Southern Arizona Membership
- Spring Conference
- Tribal Economic Development
- Workforce

Thanks to all those who have contributed to AAED through participation in these great committees throughout the years!

To get more out of your membership join a committee today. Contact John Bowers at (480) 921-9131 to learn more about each.

Have We Changed?

HERMAN ORCUTT, THE ORCUTT/WINSLOW PARTNERSHIP

Is AAED the same organization it was in October 1974, 30 years ago? Definitely not! The membership makeup has changed a lot; it’s a more serious group and one of the main reasons for starting the organization is still not resolved. (See “In the Beginning” on page 6.)

MEMBERSHIP

The group of men who founded AAD (the name was changed to AAED in the late ‘90s) were all full time economic developers, in the private sector. They included bankers, utility and chamber representatives, developers, and real estate people. Within a year, governmental agencies jumped in (Arizona Office of Economic Planning and Development). The first non full-time economic developer was allowed in: Richard Parker, then of Kitchell Construction and the first woman was admitted, Donna Ellsworth, a realtor. Soon, architects, engineers and construction people began joining believing they were part of the larger economic development picture. The membership rolls would grow rapidly with residential brokers and developers in December, anticipating the annual prospecting trip in February to the east coast and mid-west. But attendance would thereafter fall off for the spring and fall conferences. Looking through a recent membership directory indicates the usual suspects in government and utility sectors are still around, fewer real estate brokers and developers, and many more marketing types replacing principles, in the service sector.

MORE SERIOUS GROUP

AAED has always been serious about education for its members and raising the bar on economic development knowledge. In the early days, education just didn’t get in the way of having a good time. All meals at conferences were proceeded by hosted cocktails hours, steak was the only appropriate entrée, and afternoon sessions were usually over by 3:00 so everyone could start warming up for the evenings festivities. And on prospecting trips, we just had to be walking straight for the luncheons. Planes, trains and busses were an excuse to party as were the usual waiting around for them. Now, conferences are more intense, multi-tracked and longer, with iced tea and health conscious meals the order of the day.

But I think the most tell tale indication of the difference is that Joyce Grossman, our committee chair representing Board policy, won’t allow any photos of members holding drinks to be run in the AAED UPDATE. If you go back a few years, you can’t find a photo of members without them.
AAED Event Calendar

OCTOBER — NOVEMBER

NOTE: There will be no Phoenix Membership Luncheon in October.

October 6-8
Governor’s Rural Development Conference
In partnership with AAED Fall Conference
Lake Havasu City

October 22
Annual Golf Classic and 30th Anniversary Celebration
Wigwam Resort & Golf Club
Litchfield Park, AZ
Golf: 11:00 a.m.
Dinner: 5:30 p.m.
Party: 7:00 p.m.

October 25-27
Economic Development Credit Analysis
Tempe, Arizona
Sponsored by AAED and the International Economic Development Council
More info log on to: www.iedconline.org
(AAED members receive $50 off registration)

November 2
Phoenix Membership Luncheon and Redevelopment Symposium
Phoenix Country Club
Program: Redevelopment and Infill
Speakers: Developer Michael Pollack and a panel of ED Professionals
NOTE: This program begins at 10:30 a.m. and will adjourn at about 2:00 p.m.

Latest Dirt – 30 Years

Rachel Burke, City of Avondale

A few developments that have happened in the 113,642 square miles we call Arizona over the past 30 years:

Arizona State University West
A grass-roots effort of citizens and legislators in western Maricopa County began in 1972 with the formation of the West Side Citizens’ Committee for Higher Education. In 1982, the legislature provided an exchange of 171.66 acres of general revenue lands for “approximately 300 acres of state trust land located in Maricopa County.” The first permanent building, Fletcher Library, opened in March of 1988 and the first classroom building, Sands Classroom Building, opened in 1989 for spring semester classes. The first phase, consisting of seven buildings and 600,000 gross square feet, opened fully in the spring of 1991. Student housing facilities opened in August 2003.

Tucson
Classes met for the first time in 1891 with 32 students, six teachers and one building on 40 acres (donated by two gamblers and a saloon keeper). By 1974, there were 26,814 students, 1,805 teachers, and 102 buildings on 306 acres. Today, the campus boasts 1,652 teachers, over 37,000 students, and 174 buildings on 362 acres.

Prices in 1974

AAED Membership ...... $60
Milk (1/2 gallon) ......... $.78
Bread ....................... $.38
Stamp ....................... $.10
Gas (gallon) .............. $.63
Movie ......................... $1.25
Car ......................... $3,850
Minimum Wage ........ $2.00
Avg. Income: ............ $9,668
House: ....................... $44,250

Recent Locates

1970's
AAID (now AAED) is credited with helping in the location of these companies to Arizona.

Motorola
American Express
G.T.E.
Ford Motor Company
Digital Equipment
Allis-Chalmers

Sentry Insurance
Honeywell
Ingersol-Rand
Intel
International Harvester
Sperry

Greyhound
Gould
AiResearch
General Motors
Western Electric
Ogden Corp.
Thanks For the Memories

Former AAED President’s Ben Warren and Dee Dee Bark at a fall conference in 1995.

Steve Paquette recognized by Bill Stephenson; McCain applauding Paquette’s efforts.

Spring Conference, 1998

Jane Bristol, Karen Greenspoon and Jeff Weir

San Carlos, 1992

Our “Founding Fathers”

The following are a listing of the charter members and their affiliations:

Dave Richmond
Development Authority for Tucson’s Expansion

Shelby Dill
The Governor’s Office of Economic Planning & Development (now ADOC)

Dean Service
Certified Industrial Real Estate Broker

Dave Richmond
Development Authority for Tucson’s Expansion

Shelby Dill
The Governor’s Office of Economic Planning & Development (now ADOC)

Dean Service
Certified Industrial Real Estate Broker

Alan Rings
Kingman Airport Authority

Bill Lampkin
Lake Havasu Economic Development Association

Ben Warren
Salt River Project

Jerry Brown
Manager of CMD Industrial Park, Tempe

Jim Young
Jim Young World of Travel

Louis “Mike” Shade
Southern Arizona Bank, Tucson

Frank Mangin
City of Douglas Economic Development Department

Rick Ireland
Valley National Bank, Economic Development Department

In the Beginning...

HERMAN ORCUTT, THE ORCUTT/WINSLOW PARTNERSHIP

In listening to the founders of AAED talk, there were lots of good reasons to start a statewide Economic Development organization. In addition to education, the need for cooperation between competing communities to pull together to attract new business, with the notion that a new location anywhere close will help the whole economy. Making both rural and urban economic developers aware of available resources, including utility and government agency assistance. And for many years organizing state wide participation in prospecting trips.

But the main reason for founding a statewide economic development organization was to stop the bickering between Phoenix and Tucson.
Old Guard Tells It Like It Is (Was)

BRIAN DALKE, CITY OF GOODYEAR

Why was AAID formed?

1. Promote the state of Arizona in a public-private partnership with a focus on recruiting business and industry. Early efforts focused on outbound prospect trips to spread the word about Arizona.

2. Our early practitioners were tired of competing with each other throughout the state, which led to a truly statewide collaborative effort that remains in place today.

3. **Rick Ireland**, a charter member, had returned from the Basic Industrial Development Course in Norman, Oklahoma and he was “all fired up” about this thing called economic development.

1st prospect trip?

Twelve AAID members traveled to New York City in the winter of 1978 hosting more than one hundred business executives at the Plaza Hotel. This trip was an all-volunteer effort by our early members that brought attendees which included chairmen from AT&T and the New York Stock Exchange. Why NYC in the winter? A slide show developed by Salt River Project boasted our sunshine and quality of life. Major concerns by these NYC execs – Arizona has cowboys, Indians, desert, no water and no schools. Their eyes were opened.

Best Governor in support of economic development?

**Bruce Babbitt.** He truly played the role as Arizona’s CEO, even with his bad jokes.

Person most respected in the early years?

**William (Bill) W. Lampkin**, who is the namesake for AAED’s most prestigious annual award. A resident of Lake Havasu, Bill was one of Howard Hughes’ elite. He ran the MGM in Vegas. Mr. Hughes also asked Bill to turn around the nearly defunct Hughes Tools in Texas, which he did in two years. Bill was a man of few words, but everyone listened when he spoke.

Most benevolent member?

**William ‘Bill’ Grace.** No one provided financial generosity or threw a party quite like Bill, such as the M.A.S.H. event at the Prescott Resort & Conference Center, complete with tanks and camouflage netting. As Bill would have wanted, we celebrated his life after his passing in April of this year.

1st AAID Man of the Year Award Recipient?

**Dunbar Norton** in 1979. This “Man” of the Year award was later renamed Economic Developer of the Year, a wise move since five women have been distinguished with this honor.

1st Woman President?

**Judie Scalise.** She later became the first woman President for the American Economic Development Council (now known as the International Economic Development Council).

The Old Guard

BRIAN DALKE, CITY OF GOODYEAR

“We are the Old Guard now”, said Steve Vierck, the 2004 recipient of the William W. Lampkin Long Term Economic Developer award. He and I were fondly remembering those individuals that taught us the business of economic development, many of whom are now retired.

Recently, I had the honor of listening to eleven of the original Old Guard - those same individuals that were the founders or early members of the Arizona Association for Industrial Development (AAID), now known as the Arizona Association for Economic Development. This AAED Update edition is a tribute to those that built our esteemed organization 30 years ago.

Eleven visionary individuals chartered a course when they incorporated AAID on April 24, 1974 that has resulted in the most diverse memberships of any economic development association in the United States. Diverse? Not back in the early days when a mandatory criterion for membership was being a full-time economic developer.
Welcome Aboard: New AAED Members

Ellie Bauer, Chair
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Mignon Dabell, Business Development
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Rodrick Miller, Economic Development Administrator
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What is old is new again.
Tony Moon is back with AAED after a brief break.

Least we forget new members in the 1970s: Bertha Landrum, Wayne Rutschman, Larry Evans and Carol Warner.

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