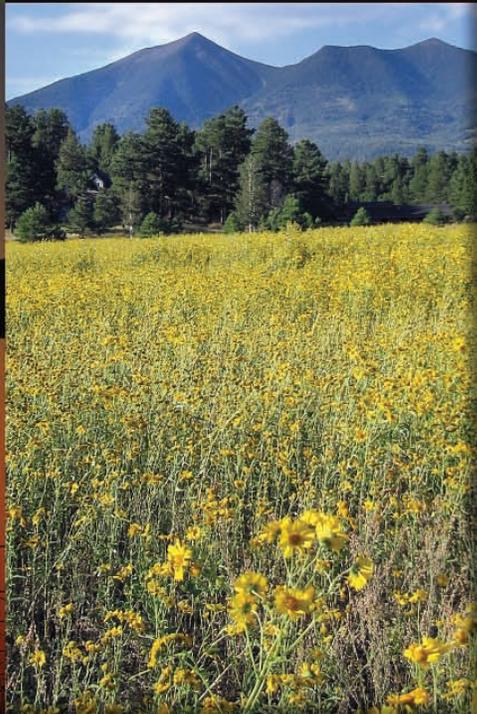
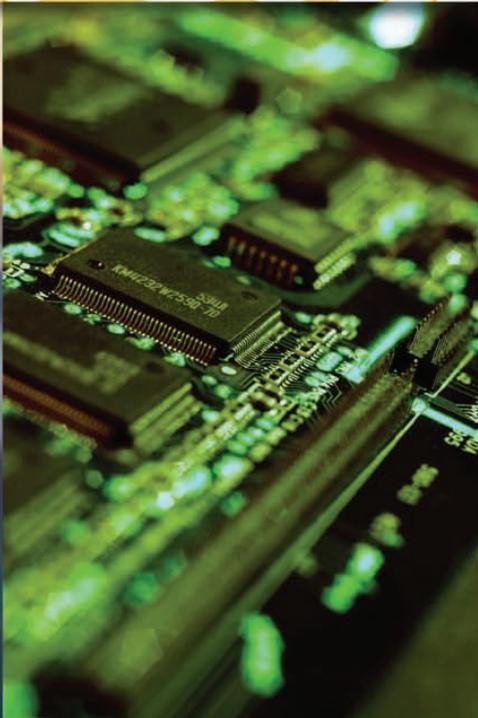


# Arizona Community



# and Business Financing



# Guide

# PEACOCK, HISLOP, STALEY & GIVEN, INC.

*ARIZONA OWNED & OPERATED*

## **FINANCIAL ADVISORY, UNDERWRITING AND PLANNING SERVICES FOR ARIZONA MUNICIPALITIES**

**BRYAN E. LUNDBERG**

(602) 952-6887

*blundberg@phsg.com*

**LARRY S. GIVEN**

(602) 952-6851

*lgiven@phsg.com*

**JAMES L. STRICKLIN**

(602) 952-6852

*jstricklin@phsg.com*

**CURTIS A. SHOOK**

(602) 952-6843

*cshook@phsg.com*

**SUZANNE M. GIBBS**

(602) 952-6846

*smgibbs@phsg.com*

**ERIKA S. MILLER**

(602) 952-6897

*emiller@phsg.com*

***Ranked the #1 Financial Advisor in Arizona***

*Thomson Financial*

*February 2006*



*2999 North 44th Street, Suite 100, Phoenix, Arizona 85018*

*1-800-999-1818*

*www.peacockhislop.com*

## Arizona Community and Business Financing Guide

This Guide has been produced by the Commerce and Economic Development Commission, the Arizona Department of Commerce, more than 15 state and federal agencies and private investment banks as an implementation tool for *Moving Arizona Forward*, Arizona's ten-year economic strategy. It contains descriptions and contact information for federal, state, and many private loan, grant and financing programs related to community, economic and workforce development and planning. It is generally organized according to the entities eligible to apply for the programs:

- Financial Assistance for Communities – generally, eligible applicants are state, local and tribal governments, non-profits, universities, economic development organizations, and sometimes, individuals and businesses.
- Financial Assistance for Business – generally, eligible applicants are for profit businesses, tribal governments, and industry groups.

The Guide is intended to help address the challenges and opportunities facing Arizona's economy as a result of global business and economic trends: US population will continue to move west and south. An accelerated pace of product development is driving the need for constant research and development. Capital markets will need to be increasingly flexible and responsive to these rapid changes, and Arizona's workforce will need to be increasingly well-trained and productive to stay competitive. Physical infrastructure such as telecommunications, utilities and transportation needs to be developed or improved to support the increasing needs of a growing population. Arizona's export and foreign direct investment markets will shift as the economies of other nations grow and develop.

Arizona's population is expected to more than double in the next 40 years, placing incredible stress on state and local governments to provide the physical, social and business infrastructure needed to accommodate this growth. As Arizona grows, so do the challenges of building **sustainable economies** – those that respect natural and cultural resources and balance the needs of business, communities and people. The "Financial Assistance for Communities" section focuses on these challenges.

Arizona businesses must also operate in a fiercely competitive global economy in which **bold innovation** and development of new technologies will account for an increasing share of economic growth. This places even greater emphasis on the need for a **quality workforce** to generate the ideas, develop and commercialize the technologies and produce the resulting products and services. The "Financial Assistance for Businesses" section is dedicated these goals.

For additional information or to report corrections or provide feedback about this Guide, please contact the Commerce and Economic Development Commission, Arizona Department of Commerce at 602-771-1100, or send an email to [bettyc@azcommerce.com](mailto:bettyc@azcommerce.com).

*This guide is intended as a reference only. Although every attempt has been made to provide accurate information, programs and funding are subject to change. Users should contact the program office directly to ensure they have the most current information.*

## Participating Arizona State Agencies



Arizona  
Commission  
on the Arts



ARIZONA DEPARTMENT OF COMMERCE  
*Our Job is JOBS!*



Arizona®  
State Parks



**ARIZONA**  
OFFICE OF TOURISM



**AzHFA**  
*Arizona Housing  
Finance Authority*



**ADEQ**  
Arizona Department  
of Environmental Quality



**AZ Department of Revenue**  
**AZ Department of Administration**  
**Governor's Office for Children,  
Youth and Families**



Dedicated  
to public  
prosperity  
and growth  
since 1931.



For 75 years, Stone & Youngberg has financed specialized projects essential to the prosperity and health of local communities.

Working with governments and nonprofit organizations, we structure debt in order to finance public infrastructure for cities and counties, redevelopment agencies, schools, community colleges, universities, enterprise utilities, housing authorities, in-fill economic development, parks and recreation, and open space.

Clients in Arizona, California, Nevada, and other states benefit from our public financing experience. To learn how we can help you achieve your capital financing goals, call us at 602-794-4000 or visit [www.syllc.com](http://www.syllc.com).



STONE &  
YOUNGBERG

Robert Casillas 602-794-4001

Grant Hamill 602-794-4006

Judy Richardson 602-794-4012

Mike LaVallee 602-794-4008

Mark Reader 602-794-4011

Randie Stein 602-794-4002

San Francisco • Los Angeles • San Diego • New York • Chicago • Phoenix • Richmond, VA • Annapolis, MD

# Financial Assistance

# for Communities

## Financial Assistance for Communities Table of Contents

■ Arts/Culture, Historic Preservation and Tourism . . . . .	3
Arts and Culture . . . . .	3
Tourism . . . . .	4
Historic Preservation . . . . .	5
■ Community Planning and Capacity Building . . . . .	7
Community Planning . . . . .	7
Capacity Building . . . . .	8
■ Economic Development . . . . .	10
■ Energy . . . . .	17
■ Housing . . . . .	20
■ Infrastructure Development . . . . .	28
Environmental and Pollution . . . . .	28
Municipal Facilities, Public Safety and Other Infrastructure . . . . .	29
Transportation . . . . .	32
Water . . . . .	38
Telecommunications/Broadband . . . . .	39
■ Military . . . . .	41
■ Workforce Development . . . . .	42

## Arts Link to Tourism and the Economy Grant Program

Provides grants to ethnic-run or rural arts organizations or tribal communities for projects that promote a community's artistic resources through economic development and cultural tourism strategies. Up to 6 grants of up to \$10,000 maximum are awarded annually.

Eligible applicants include collaborative projects between rural economic development or tourism organizations, ethnic arts organizations, rural arts organizations and/or tribal communities in Arizona. A Letter of Intent to Apply is required for all applicants, and must be postmarked by February 22, 2007. Application deadline is March 21, 2007.

**For more information:** Arizona Commission on the Arts  
417 West Roosevelt Street, Phoenix, AZ 85003  
602-229-8229  
<http://www.azarts.gov>

## Arts Project Grants

Assists a wide variety of organizations in providing quality arts programming. Grants are generally awarded for the costs of connecting artists (or their artistic work) with the community. Projects include exhibits; festivals; artist residencies of any length; series of readings, performances or lectures; workshops and master classes; production of literary publications; and, the creation of public art and design projects. Activities that expand/diversify participation to new people and groups or which deepen the artistic experience for current audiences/participants are especially encouraged. Applicants may receive up to 50% of artist fees including travel, lodging and per diem.

Eligible activities include projects and organizations in rural areas, ethnic-run organizations, and projects and organizations representing and serving people with disabilities. The application deadline is March 21, 2007.

**For more information:** Arizona Commission on the Arts  
417 West Roosevelt Street, Phoenix, AZ 85003  
602-229-8229  
<http://www.azarts.gov>

## Information Center Enhancement Grant for Tourism Education and Development

Assists designated Local Visitor Information Centers (LVICs) to enhance the visual and service quality of their visitor centers to better market and promote the area's attractions, recreational opportunities, and tourism and hospitality amenities. Direct funding of up to \$2,000 for projects is available in nine categories: ADA compliance; brochure racks; display cases; local visitor center beautification (interior and exterior); outdoor kiosks; special tourism promotions; signage; uniforms; and local visitor information center design plan and implementation. Applicants may apply for only one category per year.

Eligible applicants are LVICs designated by the Arizona Office of Tourism through its LVIC Program.

**For more information:** Arizona Office of Tourism  
1110 West Washington Street, Suite 155, Phoenix, AZ 85007  
602-364-3700  
<http://www.azot.com>

## Rural Tourism Development Grant Program

Provides coordinated funding for rural economic development to strengthen the regional and local economies and expand tourism in rural communities throughout Arizona. Projects must be tourism development, designed to initiate economic growth and enhance future tourism development. Applications must demonstrate a need for the grant to complete the tourism projects. Projects must produce tangible assets and should be identified as a local priority arrived at through a planning or a public meeting process that shows broad community support and commitment. Grant amounts range from \$5,000 to \$50,000.

Eligible applicants include any Arizona nonprofit organizations located outside Maricopa and Pima Counties; a local, county or tribal unit of government; tribal governments located in Maricopa and Pima Counties; destination marketing organizations, regional tourism organizations or multiple jurisdictions coordinating their efforts for maximum regional benefits; the communities of Queen Creek, Apache Junction, Wickenburg and Buckeye in Maricopa County; and, the communities of Oro Valley or Green Valley in Pima County.

**For more information:** Arizona Office of Tourism  
1110 West Washington Street, Suite 155, Phoenix, AZ 85007  
602-364-3700  
<http://www.azot.com>

## Teamwork for Effective Arizona Marketing (TEAM) Grant Program

Provides financial assistance to develop effective tourism promotion projects at the local and regional level and ensure a sustainable tourism industry throughout Arizona. Funds can be used for advertising, internet website development, printed materials, media communications and public relations, strategic planning and research, and other tourism related marketing and promotional activities within the program guidelines. Please note that directories are not allowed.

Eligible applicants must be based in Arizona and include destination marketing organizations, statewide tourism associations which represent entities that rely on tourism-related business for a majority of their income, and Tribal tourism entities. Funds are available annually based on AOT's fiscal year. New guidelines are available in January, mandatory workshops are held in February and March, applications are due in April and awards are announced in June.

**For more information:** Arizona Office of Tourism  
1110 West Washington Street, Suite 155, Phoenix, Arizona 85007  
(602) 364-3700  
<http://www.arizonaguide.com>

## Historic Preservation Fund Grants-in-Aid

Provides matching grants-in-aid for identification, evaluation, and protection of historic properties. Funds may be used to expand the National Register of Historic Places and for historic preservation activities. Funds to Indian Tribes and Alaskan Native Corporations may be used to preserve their culture.

Eligible applicants include states, territories, and federally recognized Indian Tribes, Alaska Native Corporations and Native Hawaiian organizations. They may subcontract to public and private organizations, individuals, and, in some instances, owners of historic properties.

**For more information:** Arizona State Parks  
State Historic Preservation Office  
1300 West Washington Street, Phoenix, Arizona 85007  
602-542-4662

Historic Preservation Grants  
National Park Service  
1201 "Eye" Street, NW (2256), Washington, DC 20005  
202-354-2020  
<http://www.cr.nps.gov/hps/hpf/>

## Historic Preservation (HP) Heritage Grant Program

Provides funding for historic preservation projects on, or eligible for, the State or National Register of Historic Places. Projects may include acquisition of property, education and preservation program development, interpretive development, purchase of easements, building condition assessment reports, National Register nomination preparation, rehabilitation, restoration, stabilization, and protection. Non-structural alterations such as the installation of fire suppression systems and the improvement of electrical and plumbing systems are eligible only if essential for the protection of the historic resource. Grant awards are limited to \$150,000 per project, and applicants must provide at least 40% of the total project cost (cash or in-kind).

Eligible applicants include cities, towns, tribal governments, and the state agencies. Private property owners, religious institutions, and for-profit organizations may not apply directly, but may receive funds as a third party through an eligible applicant. Projects occurring on lands managed by federal agencies are not eligible. Applications are due on the last working day of May and December; attendance at a Historic Preservation Grant Application Workshop is required for funding eligibility.

**For more information:** Arizona State Parks  
Partnerships/Grants  
1300 West Washington Street, Phoenix, Arizona 85007  
602-542-4662  
<http://www.pr.state.az.us>

## Trails Heritage Grant Fund Program

Provides funding for non-motorized trail projects that have been nominated into the State Trails System, including urban, cross-state, recreational, interpretive, or historic trails. Eligible projects can include: trail development and reconstruction activities; trail support facilities; acquisition or lease of future trail alignments; design and engineering (limited to 10% of grant award); one-time non-routine, volunteer trail clean-up activities or events; and renovations. Development of local or regional trail plans is not eligible. Funds cannot be used for administrative or overhead costs. Applicants must provide at least 50% (cash or in-kind) of the total project cost. No entity may receive more than 20% of the funds available in any fiscal year.

Eligible applicants include cities, towns, tribal governments, and state and federal agencies; private or non-profit organizations may apply only through an eligible sponsoring organization as a third party. Application deadline is no later than 5:00 p.m. on the last working day in February.

**For more information:** Arizona State Parks, Partnerships/Grants  
1300 West Washington Street, Phoenix, Arizona 85007  
602-542-7160  
<http://www.pr.state.az.us>

# Community Planning

## Growing Smarter Planning Grants

Assist small Arizona counties, communities and tribes in community planning, including public participation, research and analysis, completion of general/comprehensive plan elements, maps and graphics, updating zoning ordinance, etc. Approximately 6 grants of \$10,000 each are available each year to assist rural communities and counties in meeting their basic planning needs and to meet state statutory (Growing Smarter/Growing Smarter Plus) requirements. A 100% match is required, and 50% must be cash match of dedicated general fund dollars.

Priority consideration is given to those communities/counties mandated to meet Growing Smarter requirements, although communities/counties and tribes developing general/comprehensive plans are also eligible. Only one grant will be awarded per applicant per year, and previous awardees are eligible to compete for grants only if any previously awarded grants have been completed. Applicants not previously awarded take priority.

**For more information:** Arizona Department of Commerce  
Community Planning  
1700 West Washington Street, Suite 420, Phoenix, AZ 85007  
602-771-1100  
<http://www.commerce.state.az.us/CommunityPlanning/default02.asp>

## Partnership Planning Program Grants

Provides grant funding to support local organizations with long-term planning efforts and outreach to the economic development community on EDA's programs and policies. Grants are intended to enhance economic development planning capability, support the formulation of development policies, and assist in building local institutional capacity. Ongoing planning grant assistance supports formulation and implementation of local economic development programs, and strategies to create and retain permanent jobs and increase income for the unemployed and underemployed in areas of economic distress. Planning grants are awarded to establish and implement effective economic development programs at local and regional levels.

Eligible activities under this program include the preparation and maintenance of a Comprehensive Economic Development Strategy (CEDS) process; implementation of the elements of the strategy; and the provision of planning and technical assistance services to communities and local governments within the organization's jurisdiction. Eligible applicants include public or private nonprofit national, state, area, district, or local organizations; public and private colleges and universities, Indian tribes; local governments; state agencies. Grants are normally awarded on an annual basis and priority consideration is given to currently funded grantees with satisfactory performance. Contact the EDA regional office prior to making application.

**For more information:** U.S. Department of Commerce  
Economic Development Administration, Seattle Regional Office  
Jackson Federal Building, 915 Second Avenue, Room 1890, Seattle, WA 98174  
(206) 220-7660 <http://www.eda.gov/AboutEDA/Regions.xml>

*Also see the following program - North American Development Bank (border projects only)*

**Community Planning**

Grant Capacity Building

## **AmeriCorps State – Community Grants**

Helps address unmet community needs by engaging AmeriCorps members in direct service and capacity building. Projects include tutoring and mentoring disadvantaged youth, fighting illiteracy, improving health services, building affordable housing, teaching computer skills, cleaning parks and streams, managing or operating after-school programs, helping communities respond to disasters, and building organizational capacity. A 15% non-federal cash and 33% in-kind and/or cash match is required.

Eligible applicants include: local units of government; Native American Tribes recognized by the Secretary of the Interior with law enforcement capabilities; and non-profit agencies coordinating with the local unit of government.

**For more information:** Governor's Division for Community and Youth Development  
1700 West Washington Street, Suite 101, Phoenix, AZ 85007  
602-542-3482  
<http://www.volunteerarizona.org>

## **Rural Capacity Development Initiative Grants**

Provides grants to develop the capacity and ability of nonprofit community-based housing and community development organizations and low-income rural communities to improve housing, community facilities, and community and economic development projects in rural areas. Intermediaries to provide technical assistance to qualified organizations. Funds are used to develop the capacity of recipients to conduct community development programs and initiatives, to leverage and access alternative funding, to develop successful community facilities, and to assist recipients in completing pre-development requirements for housing and community facilities.

Eligible intermediaries must be private nonprofit organizations and must have at least three years of experience working with nonprofit organizations. Applicants must provide matching funds from non-federal sources in an amount at least equal to the federal grant.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Research and National Technical Assistance Program

Supports research of leading edge, world class economic development practices through grants for developing a comprehensive base of information about economic development issues; disseminating information to local, state, and national economic development practitioners; and, measuring the performance of economic development programs.

Three types of grants are available:

*Information Dissemination Grants* - make critical information about economic development programs, projects and emerging issues available to practitioners through different means, such as targeted newsletters, web sites, and conferences.

*Research Grants* - examine in depth important existing and emerging issues in economic development, and document the results for practitioners and policy makers.

*Evaluation Grants* - systematically assess the economic impact of funding under the Economic Development Administration's (EDA) programs to measure each program's effectiveness, and to make recommendations for improving the program.

Eligible applicants include nonprofit organizations, institutions of higher learning, for-profit entities, and private individuals. Research and National Technical Assistance funds may not be used to start or expand a private business. Contact the regional EDA office prior to making application.

**For more information:** U.S. Department of Commerce

Economic Development Administration, Seattle Regional Office

Jackson Federal Building, 915 Second Avenue, Room 1890, Seattle, WA 98174

206-220-7660

<http://www.eda.gov/AboutEDA/Regions.xml>

## Business and Industry Loans

Provides direct and guaranteed loans for the purpose of improving, developing, or financing business, industry and employment, and improving the economic and environmental climate in rural communities. Existing business applicants must provide a minimum of 10 % tangible balance sheet equity. For new businesses, at least 20 % is required for guaranteed loans. For direct loans, new businesses and those businesses that cannot offer personal or corporate guarantees, or for energy-related businesses, 20-25 % equity is required.

Eligible applicants are a cooperative, corporation, partnership, trust, or other legal entity organized and operated on a profit or nonprofit basis; an Indian tribe; a municipality, county, or other political subdivision of a state; or an individual. Applicants must be located in areas other than cities (population of more than 50,000) or immediately adjacent to areas with population density of more than 100 persons per square mile. Preference is given to loans in open country, rural communities, and towns with populations of 25,000 or less, and on applications of equal priority, to veterans.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Commerce and Economic Development Commission (CEDC) Loans and Grants

Provides loans and grants to support economic development projects and initiatives that result in job retention or creation with salaries at or above the average county wage. Projects include development of a multi-county forestry financial stewardship fund, TGen, the Arizona Water Institute, biopark facilities planning, matching funds to leverage federal grants, and firefighting equipment. Projects must demonstrate local financial participation (cash match) in an amount equal to or greater than the CEDC funding request.

Eligible applicants include communities, counties, economic development organizations, public and private universities, tribal nations and private companies in operation at least 2 years with good credit.

**For more information:** Arizona Department of Commerce  
Commerce and Economic Development Commission  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/prop/cedc/default01.asp>

## Community Development Block Grant (CDBG)

Provides federal funding to communities in rural Arizona to address pressing community development and revitalization needs. Projects and activities must either principally benefit low and moderate income persons, aid in the elimination or prevention of slum and blight, or meet urgent needs of the community. Loan guarantees are also available.

Eligible applicants are communities located in the 13 rural counties, excluding Flagstaff, Prescott and Yuma. Examples of projects funded include public works, facilities, infrastructure, flood drainage, parking facilities, fire protection facilities, various public and economic development services, neighborhood watches, crime reduction and low income homebuyer assistance.

**For more information:** Arizona Department of Housing  
1700 West Washington Street, Suite 210, Phoenix, AZ 85007  
602-771-1041  
<http://www.housingaz.com>

## Community Development Financial Institutions Program (CDFI)

Provides financial and technical assistance to certified CDFIs to enhance their ability to make loans or development investments and provide development services that will promote economic revitalization and community development. Financial assistance can be equity investments, loans, grants, or deposits. Recipients must match funds dollar for dollar with non-federal monies.

Eligible organizations for CDFI certification include private nonprofits, other private organizations, and for-profit organizations. For a listing of CDFIs in Arizona and their missions, see Community Development Financial Institutions in Arizona in the Business Section of this guide.

**For more information:** US Department of the Treasury  
1500 Pennsylvania Avenue NW, Washington, D.C. 20220  
202-622-2000  
<http://www.cdfifund.gov>

## Community Services Block Grant

Periodically provides discretionary grants to eliminate poverty in rural and urban communities, with funds disbursed in priority activity areas. Program priorities are full-time permanent jobs for poverty-level project area residents; income and/or ownership opportunities for low-income community members; a better standard of living for rural low-income individuals; the implementation of special projects for migrants and seasonal farm workers; and national or regional programs designed to provide instructional activities for low-income youth.

For economic development projects, eligible applicants are private, locally initiated, nonprofit community development corporations. Direct grants can be made to states, cities, counties, and private nonprofit organizations.

**For more information:** US Department of Health and Human Services  
Administration for Children and Families  
202-401-5705  
<http://www.acf.hhs.gov/programs/ocs/csbhg/index.html>

## Economic Adjustment Program (EAP)

Assists communities with economic recovery from specific industry or natural disasters by helping state and local interests implement strategies to adjust or bring about change to an economy. The program focuses on areas that have experienced or are under threat of serious structural damage to the underlying economic base.

EAP grants are available for strategic planning, project implementation, and revolving loan funds.

*Strategy Grants* help organize and carry out a planning process resulting in a Comprehensive Economic Development Strategy (CEDS) tailored to the community's specific economic problems and opportunities.

*Implementation Grants* support activities identified in an EDA-approved CEDS, including strategically targeted business development and financing programs, construction of infrastructure improvements, organizational development and market or industry research/analysis.

*Revolving Loan Fund (RLF) Grants* help implement a CEDS by providing the capitalization of a locally administered fund. The fund makes loans to local businesses to help create jobs and leverage other private investment, helping to diversify and stabilize the local economy.

Eligible applicants include public or private nonprofit national, state, area, district, or local organizations; public and private colleges and universities; Indian tribes; local governments; and state agencies. Applicants must contact the EDA regional office prior to making application.

**For more information:** U.S. Department of Commerce  
Economic Development Administration, Seattle Regional Office  
Jackson Federal Building, 915 Second Avenue, Room 1890, Seattle, WA 98174  
(206) 220-7660  
<http://www.eda.gov/AboutEDA/Regions.xml>

## Federal Empowerment Zones and Enterprise Communities Program (EZ/EC)

Provides a mixture of tax, financing and workforce training incentives designed to support local businesses and encourage the hiring of Zone residents. The federal tax incentives benefit businesses by improving the bottom line and benefit individuals by increasing job opportunities and income. In Arizona, an empowerment zone has been designated in Tucson.

Eligible applicants for EZ or EC status include state and local governments, tribes, regional planning organizations, nonprofits, and other locally based organizations. Specific criteria may vary from one funding round to another. The area must have a strategic plan identifying the vision for change, details of proposed programs and services, roles of the various partners, and availability and source of other resources. Unsuccessful applicants may be designated "Champion Communities," eligible for some assistance.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Intermediary Relending Program

Provides financing for business facilities and community development projects in rural areas through loans made by the Rural Business-Cooperative Service (RBS) of the USDA to intermediaries. Intermediaries establish revolving loan funds so collections from loans made to ultimate recipients in excess of necessary operating expenses and debt payments will be used for more loans to ultimate recipients.

Eligible intermediaries may be private non-profit corporations, public agencies, Indian groups, or cooperatives. Intermediaries must also have legal authority to carry out the proposed loan purposes and to incur and repay the debt and have a record of successfully assisting rural business and industry, normally including experience in making and servicing commercial loans. Intermediaries must also provide adequate assurance of repayment.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov/rbs/busp/irp.htm>

## Local Technical Assistance Program

Provides grants to assist in solving specific economic development problems, respond to developmental opportunities, and build and expand local organizational capacity in distressed areas. Projects must result in job creation and may focus on military base and industrial plant closures, deteriorating commercial districts, and technical or market feasibility studies.

Funds are available on a reimbursable basis upon approval. For technical assistance and planning projects, funds are available immediately or as soon as the work begins. For construction projects, funds are usually not disbursed until all construction contracts are awarded.

Eligible applicants are public or private nonprofit organizations; public and private colleges and universities, Indian tribes; local governments; and state agencies. Priority consideration for funding is given to proposals designated as high priority by local economic development agencies and that benefit areas of severe economic distress; lead to near-term (1-5 years) generation or retention of private sector jobs; are consistent with the OEDP; document strong local support; and support EDA's special initiatives. Contact the EDA regional office prior to making application.

**For more information:** U.S. Department of Commerce  
Economic Development Administration, Seattle Regional Office  
Jackson Federal Building, 915 Second Avenue, Room 1890, Seattle, WA 98174  
206-220-7660  
<http://www.eda.gov/AboutEDA/Regions.xml>

## Main Street Program – Grants and Technical Assistance

Fosters economic activity and vitality of small downtowns within the context of historic preservation. Arizona Main Street Communities can receive assistance with a wide range of needs including organizational formation and start-up, work plan preparation, economic feasibility assessment, structural assessment, marketing plan development and implementation in addition to business assistance workshops, resource materials and grants.

Grants of up to \$15,000 are made semi-annually, and are made to Arizona communities that seek designation from the Arizona Main Street program. Communities must match 10%-30% and leverage of funds from other programs.

**For more information:** Arizona Department of Commerce  
Main Street Program  
1700 West Washington Street, Suite 420, Phoenix, AZ 85007  
602-771-1100  
<http://www.commerce.state.az.us/MainStreet/default02.asp>

## Public Works and Economic Development Program

Empowers distressed communities to revitalize, expand, and upgrade their physical infrastructure to attract new industry, encourage business expansion, diversify local economies, and generate or retain long-term, private sector jobs and investment. Projects include technology-led development, business incubators, natural disaster mitigation, cluster-based development, aquaculture facilities, diversification of natural resource dependant economies, distance learning facilities, export programs, commercialization and deployment of innovative technologies, redevelopment of Brownfields sites, and business/industrial development. The average grant is approximately \$2 million and requires a matching requirement from the receiving entity.

Eligible applicants are: public or private nonprofit national, state, area, district, or local organizations; public and private colleges and universities, Indian tribes; local governments; and, state agencies. Contact the regional EDA office prior to making application.

**For more information:** U.S. Department of Commerce  
Economic Development Administration, Seattle Regional Office  
Jackson Federal Building, 915 Second Avenue, Room 1890, Seattle, WA 98174  
206-220-7660  
<http://www.eda.gov/AboutEDA/Regions.xml>

## Rural Business Entrepreneurship Development Initiative (1890 Land Grant Colleges and Universities Initiative)

Encourages business entrepreneurship as a viable occupational alternative for students in all academic disciplines. These grants promote entrepreneurial practices with existing businesses located in underserved communities through creative thinking, information and technology utilization, strategic alliances, use of research and development planning, and expanding global and international market relationships.

The types of assistance include sponsoring business conferences and workshops; financing rural businesses; providing business technical assistance; assisting communities in leveraging other resources; offering courses in business development; providing computer labs where community members can have access to other rural economic development sources on the Internet; and establishing business incubator services.

Eligible applicants are 1890 institutions and historically black colleges and universities.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov/rbs/oa/1890.htm>

## State Community Development Block Grant (Small Cities) Program

Promotes economic development in communities of 50,000 or less. Projects include capital access or formation; downtown revitalization; facility/site location; housing construction and rehabilitation; and infrastructure improvement. At least 51% of CDBG grant funds must be used for activities that benefit low- and moderate-income persons.

Eligible applicants are communities with a population of 50,000 or less.

**For more information:** Arizona Department of Housing  
1700 West Washington Street, Suite 210, Phoenix, AZ 85007  
602-771-1041  
<http://www.housingaz.com>

## Trade Adjustment Assistance Program

Assists manufacturers and producers injured by increased imports with completing and submitting a petition to EDA for certification of eligibility and ultimately, to apply for assistance under the program. After EDA approves the adjustment plan, the firm can receive cost-share assistance from the TAAC, typically from a private sector consultant. EDA funding normally pays 50% or \$75,000, whichever is less, while the firm pays the remaining share. Types of technical assistance provided under the program include: market research; development of new marketing materials including e-commerce; identification of technology, computer systems, and software to meet specific needs of the firm; and completion of a quality assurance program such as ISO-9000.

Technical assistance is also available for industry-wide projects, where an entire industry has been injured by increased imports. Eligible applicants for industry wide projects include trade associations, unions, and other appropriate organizations with an understanding of the industry and its problems.

Eligible applicants include economic development districts; states, cities or other political subdivisions of a state or a consortium of political subdivisions; Indian tribes or a consortium of Indian Tribes, an institution of higher learning or a consortium of such institutions; or a public or private nonprofit organization or association acting in cooperation with officials of a political subdivision of a State.

Contact the EDA regional office prior to making application.

**For more information:** U.S. Department of Commerce  
Economic Development Administration, Seattle Regional Office  
Jackson Federal Building, 915 Second Avenue, Room 1890, Seattle, WA 98174  
206-220-7660  
<http://www.eda.gov/AboutEDA/Regions.xml>

## Clean Cities Grant

Provides competitive federal grants for projects to develop public/private partnerships to promote alternative fuels and advance alternative fuel infrastructure development, alternative fuel vehicles, fuel blends, fuel economy, hybrid vehicles, and idle reduction. Grants may be used to reduce reliance on fossil fuels, enhance the usefulness of public transportation systems, protect the environment and speed the deployment of alternative fuel technology.

Eligible applicants include state, local governments and metropolitan transportation authorities. Funding, project priorities and deadlines vary annually; contact the Arizona State Energy Office for more details.

**For more information:** Arizona Department of Commerce  
Energy Office  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1146  
<http://www.eere.energy.gov/cleancities/financial.html>

## Community Energy Grants for Planning and Audits

Community Energy Grants (formerly MEMP grants) are designed to encourage the development of energy management programs by facilitating the planning process and providing the necessary basic tools, staff training and technical assistance. Funds may be available to assist communities with incorporating energy into their planning process and implementing energy audits of the community's facilities.

All incorporated Arizona cities, towns, counties, improvement districts, and Indian tribes with populations under 70,000 are eligible to apply. Funding, project priorities and deadlines vary annually; contact the Arizona State Energy Office for more details.

**For more information:** Arizona Department of Commerce  
Energy Office  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1146  
<http://www.azcommerce.com/Energy/default.asp>

## Federal Rural Economic Development Loans (Utilities)

Provides zero-interest loans to electric and telephone utilities financed by the Rural Utilities Service (RUS) to promote sustainable rural economic development and job creation projects. Examples of projects include business expansions and business startups; community infrastructure; community facilities and services; medical facilities and equipment to provide medical care to rural residents; educational facilities and equipment to provide training and job enhancement skills to rural residents to facilitate economic development; and business incubator projects to assist in developing emerging enterprises.

Eligible borrowers are any RUS electric or telephone utility that is not delinquent on any Federal debt or in bankruptcy proceedings. Priority is given to financing third-party recipient projects that are physically located in rural areas having a population of less than 2,500 people.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Solar Powers America Grants for Renewable Energy

Offers competitive federal grants for the development and implementation of strategies and programs to address barriers that inhibit local market penetration of solar technologies.

Eligible applicants include industry, universities, cities, state agencies, non-profits, tribal organizations and other potential partners. Funding, project priorities and deadlines vary annually; contact the Arizona State Energy Office for more details.

**For more information:** Arizona Department of Commerce  
Energy Office  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1146  
[http://www1.eere.energy.gov/solar/solar\\_america/index.html](http://www1.eere.energy.gov/solar/solar_america/index.html)

## Special Project Grants for Renewable and Energy Efficiency Technologies

Provides competitive grants from technology programs in the U.S. Department of Energy, Office of Energy Efficiency and Renewable Energy. Grants provide funding to adopt emerging renewable energy and energy efficiency technologies.

Eligible applicants are non-profits, universities, cities and towns. Funding, project priorities and deadlines vary annually; contact the Arizona State Energy Office for more details.

**For more information:** Arizona Department of Commerce  
Energy Office  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1146  
<http://www.azcommerce.com>

## Tribal Energy Program Grants for Renewable Energy and Energy Efficiency

Provides federal financial assistance for renewable energy and energy efficiency on tribal lands through passive solar space heat, solar water heat, photovoltaics, wind, biomass, hydroelectric, geothermal electric, and geothermal heat pumps. Funding, project priorities and deadlines vary annually; contact the Arizona State Energy Office for more details.

**For more information:** Arizona Department of Commerce  
Energy Office  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1146  
<http://www.eere.energy.gov/tribalenergy/>

## Tribal Energy Resource Development Program Grants and Loans

Provides competitive federal grants, low interest loans and technical assistance to promote energy resource development on Indian lands, including the development of generation, transmission and distribution facilities on tribal lands. Funding, project priorities and deadlines vary annually; contact the Arizona State Energy Office for more details.

**For more information:** Arizona Department of Commerce  
Energy Office  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1146  
<http://www.eere.energy.gov/tribalenergy/>

## Farm Labor Housing Loans (Section 514) and Grants (Section 516)

Provides loans and grants to build, buy, improve, or repair housing for farm laborers, aquiculture workers and those engaged in on-farm processing. Funds can be used to purchase a site or a leasehold interest in a site, to construct housing, daycare facilities and community rooms, pay fees, purchase durable household furnishings, and pay construction loan interest.

Eligible applicants for Section 514 loans include farmers, associations of farmers, family farm corporations, Indian tribes, nonprofit organizations, public agencies, and associations of farm workers. In some instances, farmers unable to get credit elsewhere may obtain loans at a rate of interest based on the cost of federal borrowing.

Eligible applicants for Section 516 grants include nonprofit organizations, Indian tribes, public agencies, and farm worker associations. A grant may cover up to 90 % of the development cost for a project, and the balance may be (and usually is) a Section 514 loan.

Farm labor housing tenants are eligible for the Rural Housing Service (RHS) Rental Assistance (RA) program; a set-aside of RA units is provided annually.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Federal Guaranteed Rural Rental Housing Loan Program (Section 538)

Guarantees loans made by private lenders for the development of affordable rural rental housing. Households with incomes below 115% of area median income may live in units developed under this program.

The maximum term is the lesser of 40 years or the remaining economic life of the project; interest rates must be fixed and not exceed the rate published in the Rural Housing Service (RHS) Notice of Funding Availability (NOFA). The loan may be prepaid at the determination of the borrower. Rent, including utilities paid by the tenants, cannot exceed 30% of 115% of the area median income. RHS must provide interest credit to reduce the interest to the Treasury rate for at least 20% of the loans made. Tax-exempt financing can be used as a source of capital for the guaranteed loan.

Eligible borrowers include individuals, nonprofit or for-profit corporations, partnerships, state or local public agencies, limited liability companies, trusts, or Indian tribes. The banks or thrifts that receive loan guarantees must be approved by RHS. To obtain that approval, a lender must be approved to make multifamily housing loans by HUD, Fannie Mae, or Freddie Mac or by the state or local housing finance agency, or it must be a member of the Federal Home Loan Bank System with demonstrated multifamily housing loan ability.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Homeownership Direct Loan Program

Provides direct and guaranteed loans to purchase, build, repair, renovate, or relocate houses, and to purchase and prepare sites or provide water supplies and sewage disposal for sites. Loans may also be used to refinance debts when necessary to avoid losing a home or when required to make necessary rehabilitation of a house affordable.

Loans are up to 33 years (38 years for those with incomes below 60% of the area median and who cannot afford 33-year terms, or 30 years for manufactured homes). No down payment is required. The promissory note interest rate is set by Rural Housing Service (RHS). Payment assistance subsidy is provided and is directly related to the applicant/borrower's adjusted income as a percentage of area median income.

Eligible applicants are individuals with low or very low incomes.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Homes for Arizonans Program

Increases homeownership in rural Arizona through counseling and direct financial assistance to first-time homebuyers of low to moderate income. Counseling and financial assistance for down payment and closing costs is available on moderately priced homes. Financial assistance requires the execution of a promissory note for the amount of assistance due on sale of the property; refinancing and home improvement loan restrictions apply.

Eligible applicants must be of low to moderate income, first time home buyers or have not owned a home in the past three years, and must be able to qualify for a conventional mortgage through a private lender.

**For more information:** Homes for Arizonans Program Coordinator  
Arizona Department of Housing  
1700 West Washington Street, Suite 210, Phoenix, AZ 85007  
602-771-1000  
<http://www.housingaz.com>

## Housing Preservation Grants

Facilitates home repair or rehabilitation for low- and very-low income homeowners and landlords serving these populations. The grants are competitive and made available in areas where there is a concentration of need. Sponsors combine grant funds with other programs or funds and use them as loans, grants, or subsidies for recipient households, based on plans contained in the sponsors' applications. The program may be used on rental properties when landlords agree to maintain the units for low-income use for a minimum of five years.

Eligible sponsors include nonprofit organizations, Indian tribes, units of local government, or state agencies. Funds must be used within a period of two years. Historic preservation agreements require review by the State Historic Preservation Office.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Low Income Housing Tax Credit

Provides financing (through sale of tax credits) to enable housing developers to construct or acquire and/or rehabilitate rental units. This financing carries less permanent debt, allowing the owner to offer affordable rents to low to moderate income populations.

Program requirements are outlined in the Qualified Allocation Plan (QAP), updated annually and published on or about January 1st of each year. Application deadlines are generally set for March 15 and application fees apply. Applications are scored through a competitive process utilizing the criteria listed in the QAP. Assisted properties must comply with long-term restrictions on rents charged, tenant incomes, and are subject to other federal requirements.

Eligible applicants include nonprofit and for-profit housing developers. May not be used in combination with New Markets Tax Credits.

**For more information:** Rental Programs Administrator  
Arizona Department of Housing  
1700 West Washington Street, Suite 210, Phoenix, AZ 85007  
602-771-1000  
<http://www.housingaz.com>

## Mortgage Credit Certificate (MCC) Program

Increases homeownership in Arizona through a federal income tax credit to help first-time homebuyers qualify for higher mortgage limits. Eligible applicants receive a tax credit good for ten years, as long as they remain in residence in the home purchased through the assistance.

Eligible applicants include homebuyers of low to moderate income purchasing moderately priced homes in Arizona's 13 rural counties. Individuals apply for a Mortgage Credit Certificate (MCC) directly through the Arizona Housing Finance Authority (AzHFA).

Assistance can be combined with down payment and closing cost assistance from the Homes for Arizonans Program.

**For more information:** MCC Specialist  
Arizona Housing Finance Authority  
1700 West Washington Street, Suite 210, Phoenix, AZ 85007  
602-771-1000 or toll free 877-771-1006  
<http://www.housingaz.com>

## Mortgage Revenue Bond (MRB) Program

Increases homeownership in Arizona by providing below market loans for first-time homebuyers of moderate to low income. Assistance can be combined with down payment and closing cost assistance from the Homes for Arizonans Program.

Eligible applicants include first-time homebuyers of low to moderate income purchasing moderately priced homes in Arizona's 13 rural counties. Individuals apply for a MRB-backed loan through participating private lender. The participating lender list is available on the Arizona Department of Housing website and is updated regularly.

**For more information:** AzHFA Programs Administrator  
Arizona Housing Finance Authority  
1700 West Washington Street, Suite 210, Phoenix, AZ 85007  
602-771-1000  
<http://www.housingaz.com>

## Multi-family Private Activity Bond Financing

Issues multi-family housing bonds for the financing of rental properties in the 13 rural counties of the state. These projects provide rental units at reasonable rent levels for low to moderate income households. Projects that qualify for bond financing may also be eligible to receive a non-competitively secured reservation of Low-Income Housing Tax Credits (see Low-Income Housing Tax Credit Program), as well as additional gap financing through the AzHFA in order to construct or acquire and rehabilitate affordable rental properties. Bonding authority must be obtained for specific projects through the Arizona Department of Commerce.

Eligible properties must be rental properties to be newly constructed, acquired or rehabilitated for low to moderate income households.

**For more information:** AzHFA Programs Administrator  
Arizona Housing Finance Authority  
1700 West Washington Street, Suite 210, Phoenix, AZ 85007  
602-771-1091  
<http://www.housingaz.com>

## Rural Housing and Economic Development Program Grants

Provides grants to rural non-profit community development corporations and Indian tribes to build capacity, develop innovative housing, and create and strengthen economic development programs.

There are two funding categories under the program:

*Capacity Building and Support for Innovative Housing and Economic Development Activities* - assists existing organizations to carry out new functions and/or perform more effectively; maximum award is \$150,000. Possible activities include hiring and training staff; purchasing software and other tools; obtaining expertise from outside sources; developing strategic plans or an accounting system; conducting asset inventories; seeking technical assistance, improving management capability; and purchasing or leasing office space.

*Support for Innovative Housing and Economic Development activities* - supports other costs for innovative housing and economic development activities; maximum award is \$400,000. Possible activities include preparation of plans, architectural drawings, acquisition of land and buildings; demolition; purchase of materials and construction costs; job training and counseling for beneficiaries; homeownership and financial counseling; application of innovative construction methods; financial assistance to homeowners, businesses, and developers; and establishment of CDFIs, lines of credit, revolving loan funds, microenterprises, and small business incubators.

Eligible applicants are local rural and nonprofit community development corporations, Indian tribes, state housing finance agencies and state community and economic development agencies.

**For more information:** US Department of Housing and Urban Development  
Office of Rural Housing and Economic Development  
451 7th Street, SW, Washington, DC 20410  
202-708-2290  
<http://www.hud.gov/offices/cpd/economicdevelopment/programs/rhed/index.cfm>

## Rural Housing Site Loans

Provides loans to purchase and develop building sites and to construct streets and utilities. Loans are for self-help housing sites and other sites for low- and moderate-income families. Sites may be sold to public and nonprofit organizations using other federal, state, or local programs to house low and moderate-income families. All loans are repayable in two years.

Eligible borrowers include nonprofit organizations and public agencies.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Federal Rural Rental and Cooperative Housing Loans

Provides direct loans to finance construction or rehabilitation of modest rental or cooperatively owned housing designed for very low, low and moderate-income families, elderly people and persons with disabilities. Funds may also be used to buy and improve land and to provide necessary facilities such as water and waste disposal systems. Projects may be on one or more sites.

Eligible borrowers for these competitive loans include individuals, trusts, associations, partnerships, limited partnerships, state or local public agencies, Indian tribes, consumer cooperatives, and profit or nonprofit corporations. Borrowers must be unable to obtain credit elsewhere that will result in rents affordable to low and moderate-income tenants.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
[http://www.rurdev.usda.gov/rhs/mfh/brief\\_mfh\\_rrh.htm](http://www.rurdev.usda.gov/rhs/mfh/brief_mfh_rrh.htm)

## Rural Self-Help Housing Technical Assistance Grants

Lowers the cost of housing and provides skills enhancement to participating families through administrative funding to organizations sponsoring self-help housing development. Under the program, a group of families jointly contribute labor to build their own homes, under guidance from a qualified construction supervisor. A family participating in a self-help program can lower the amount of the Section 502 loan by 20% or more.

Public and nonprofit groups must demonstrate the ability to directly supervise a project or assistance from a group having this ability.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## State Housing Fund (Federal HOME and State Housing Trust Funds)

Provides funding for assistance or activities that benefit low to moderate income households. Eligible activities include construction, acquisition and/or rehabilitation of housing for rent, homeownership, transitional or homeless shelters, counseling and financial assistance for first-time homebuyers, substantial housing rehabilitation and emergency repair programs, fair housing education, homeless prevention programs, and other innovative housing activities. Activities must ultimately benefit homeowners with incomes at or below 80% of the area median income or rental households with incomes at or below 60% of the area median income.

Eligible applicants include housing developers, public housing authorities, local units of government, tribal entities and others. For most activities, applications are accepted quarterly; application fees apply for requests for gap-financing for Low Income Housing Tax Credit financed properties.

**For more information:** Arizona Department of Housing  
1700 West Washington Street, Suite 210, Phoenix, AZ 85007  
602-771-1010  
<http://www.housingaz.com>

## Very Low-Income Housing Repair Loans and Grants

Provides financing to very low-income homeowners to repair, improve or modernize their dwellings, remove health and/or safety hazards, or make dwellings accessible for household members with disabilities. Loans up to \$20,000 and grants up to \$7,500 (loans and grants can be combined up to \$27,500). Loans are for a period of up to 20 years at 1% interest. Grant funds may be used only to pay for repairs and improvements resulting in removal of health and/or safety hazards. If an applicant can pay part of the cost, a combination grant and loan is made.

Eligible homeowner-occupants are homeowners age 62 or older who cannot repay part or all of Section 504 loans, have incomes below 50% of area median and are unable to obtain affordable credit elsewhere. Applicants must need to make repairs and improvements to make their dwellings more safe and sanitary or to remove health and safety hazards.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Arizona Enterprise Procurement Services (EPS)

Assists state agencies and political subdivisions in making timely and cost effective acquisitions by providing access to existing state contracts. EPS services include: establishing contracts accessible by all Arizona State Purchasing Cooperative members and state agencies; providing technical assistance in matters related to public procurement in the State of Arizona; and training public procurement practitioners and prospective vendors. Examples of contracts include fleets, telecom, energy, construction and more.

**For more information:** Arizona Enterprise Procurement Services  
100 North 15th Street, Phoenix, Arizona 85007  
602-542-5511  
<http://www.azeps.az.gov> or [www.spirit.az.gov](http://www.spirit.az.gov)

## Brownfields Assistance Program

Encourages redevelopment or revitalization of sites that have, or may have, environmental contamination by providing funding to identify and define the impact of contamination, conduct remediation and clarify potential liability to small businesses. The program provides funding and technical assistance to assess and cleanup property where reuse or revitalization is complicated by the presence, or potential presence, of hazardous substances, pollutants or petroleum products. Grants are a maximum of \$200,000 for each site and can be used for Phase I and Phase II Environmental Site Assessments (ESA) and cleanup activities. The focus of the program is directed toward rural communities within the state.

Eligible applicants are governmental entities or non-profit organizations. Superfund sites (CERCLA), federally owned or operated sites and private parties are not eligible applicants.

**For more information:** Arizona Department of Environmental Quality  
1110 West Washington Street, Phoenix, AZ 85007  
800-234-5677, ext. 771-4401  
<http://www.azdeq.gov/environ/waste/cleanup/brownfields.html>

## Recycling Grant Program

Provides grants to private enterprises, political subdivisions, tribal governments and nonprofit organizations to encourage recycling in Arizona. Matching funds are required; the cash or in-kind match required and maximum available grant varies per program.

There are three primary recycling programs:

*Waste Reduction Assistance:* assists in providing recycling opportunities to all Arizonans, in addition to providing funding assistance to projects that divert significant amounts of materials from the solid waste stream, or are a component of a comprehensive program designed to achieve high diversion levels; projects may include a small public awareness component.

*Waste Reduction Initiative Through Education:* provides information and education to increase awareness about solid waste reduction and disposal, and encourage participation in source reduction, reuse and recycling opportunities. Projects should communicate the importance of conserving natural resources and the benefits of reducing, reusing, recycling, buying recycled products, composting and/or properly disposing of solid waste.

*Recycling Research and Development:* provides funding assistance to develop tools, ideas, and knowledge to divert significant amounts of materials from the solid waste stream in the near future. Projects involve research, including feasibility studies, solid waste audits and/or technology development that increase the proper disposal of solid waste, source reduction, recycling, buying recycled content products and/or composting.

**For more information:** Arizona Department of Environmental Quality  
1110 West Washington Street, Phoenix, AZ 85007  
800-234-5677, ext. 771-4170  
<http://www.azdeq.gov/environ/waste/solid/funding.html>

## Community Facilities Loans, Loan guarantees and Grants

Provides direct loans, loan guarantees, and grants for community facilities that provide essential services to rural residents, including community centers, hospitals, nursing homes, clinics, libraries, schools, and fire protection. Grants are typically used to fund projects under special initiatives, such as Native American community development efforts, federally designated Enterprise and Champion Communities, and others. Direct loans may be made to applicants who are unable to obtain commercial credit. A grant may be used for up to 75% of a project's cost.

Eligible applicants include public entities, Indian tribes, and nonprofit organizations. The community to be served must be a rural area, town, or incorporated area with less than 20,000 population.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Greater Arizona Development Authority (GADA)

Assists Arizona communities with the development of public infrastructure projects. Qualified infrastructure is defined as "any facility located in this state (Arizona) for public use owned by a political subdivision, special district or Indian tribe that retains responsibility for its operation and maintenance." Projects include municipal and county improvements; police, fire, sanitary or county jail facilities; streets and roads; drainage or flood protection/control projects and regional transportation projects.

There are three components under GADA:

*Financial Assistance (bonds)* - GADA bonds are insured and sold as AAA rated tax-exempt issues. This allows borrowers with lower investment grade ratings to realize substantial interest savings. GADA also typically subsidizes the costs of bond issuance, providing further savings on fees for underwriters, financial advisors, bond counsel, trustees, bond rating and bond insurance premiums.

*Technical Assistance Loans* - up to \$250,000 to help fund infrastructure projects in the final phases of development.

*Technical Assistance Grants* - available periodically for engineering planning, design review, feasibility studies or other infrastructure development elements for early phase project development.

Eligible applicants are communities, counties, special districts and tribal governments. GADA generally does two bond rounds each year.

**For more information:** Arizona Department of Commerce  
Greater Arizona Development Authority  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/gada/default02.asp>

## North America Development Bank (NADB or NADBank)

Provides loans and grants to the public and private sectors for infrastructure projects when private sector financing is not available. Projects must be located within 62 miles of the Mexican border and certified by the Border Environment Cooperation Commission (BECC). NADB generally accepts no more than 50% of the total capital costs of projects, and loan maturities are for a maximum of 25 years.

Eligible projects include infrastructure for potable water, water pollution, wastewater treatment, water conservation, water and wastewater hookups for housing, municipal solid waste, waste reduction, air quality improvement, public transportation, clean and efficient energy, industrial and hazardous waste projects, recycling, and municipal planning, development and water management. NADB also offers guidance to communities and potential borrowers to assist in the financial design and structure of environmental infrastructure.

NADB has a number of different programs:

*Low Interest Rate Lending Facility* - for financial assistance with water, wastewater and solid waste projects.

*Border Environment Infrastructure Fund* - administers grants provided by the US Environmental Protection Agency for water and wastewater projects.

*Solid Waste Environment Program* - supports the financing and construction of municipal solid waste infrastructure projects through loans and grants. It also encourages projects that include private sector participation, waste flow reduction and regional facilities serving more than one community.

*Institutional Development Cooperation Program* - provides grant assistance for achieving effective and efficient operation of utilities, state and local government agencies, and other projects within all NADB sectors. Grants are for a maximum of \$250,000.

*Project Development Program* - provides technical assistance to communities, utilities and the private sector to help finance the costs involved in preparing environmental infrastructure projects for submission to the BECC for certification and to the North American Development Bank (NADB) for financing. Grants may be awarded for up to \$200,000 per project. In the case of regional projects involving two or more communities, the grant limit per project may be increased to \$300,000. PDP assistance is subject to full or partial reimbursement as part of a NADB lending package.

**For more information:** North American Development Bank

Technical Assistance Coordinator

203 South St. Mary's, Suite 300, San Antonio, TX 78205

[http://www.nadbank.org/english/program\\_service/PDP/PDP\\_frame.htm](http://www.nadbank.org/english/program_service/PDP/PDP_frame.htm)

## Rural Business Enterprise Grants

Enhances economic development through grants for developing, constructing or acquiring land, buildings, plants, equipment, streets, and roads. Building necessary water supply and waste disposal facilities is also an eligible activity. Grant funds can also be used to create, expand, or operate rural distance learning networks or programs that provide educational or job training instruction related to potential employment or job advancement to adult students.

State and local government entities, tribes, and nonprofit organizations that serve rural areas are eligible. RBEG grantees must use the funds to assist small and emerging private businesses that will employ 50 or fewer new employees and have less than \$1 million in projected gross revenue.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Airport Capital Improvement Program (ACIP) – Loans and Grants

Facilitates airport development in Arizona. The ACIP development process allocates money from the State Aviation Fund across three major categories of airport development assistance; the State Transportation Board approves this program annually. Types of assistance include:

*Airport Development Grants Program* - provides two types of grants: 1) Federal/State/Local matching grants for safety and capacity enhancement; maintenance; and environmental, planning and land acquisition. 2) State/Local matching grants for safety and capacity enhancement or environmental, planning and land acquisition purposes only. Airport development grants cannot be used for revenue producing projects; see the Airport Development Loan Program for this type of funding.

*Airport Preventive Maintenance Services* - for projects maintaining and protecting aviation pavement surfaces; cannot be used for capital equipment, routine operating maintenance items or revenue producing projects.

*Airport Development Loan Program* - provides funding to public airports for planning, land acquisition and construction projects. Loan types include revenue generating, matching grant and grant advances. Projects include hangars, utility improvements, fuel farms, terminals, auto parking, office/hangar complexes, terminal restaurants, and recreational improvements.

Applicant eligibility and funding varies across these programs.

**For more information:** Arizona Department of Transportation  
Aeronautics Division, Airport Development  
255 East Osborn Road, Suite 101, Phoenix, AZ 85012  
602-294-9144  
[http://www.azdot.gov/aviation/airports/dev\\_plan\\_fiveyear\\_ov.asp](http://www.azdot.gov/aviation/airports/dev_plan_fiveyear_ov.asp)

## Economic Strength Project (ESP) Grants

Provides funding to communities for highway or road projects to assist businesses creating or retaining jobs and making capital investment. Eligible projects include new road construction, upgrading of existing roads, turn lanes, acceleration/deceleration lanes, reconstruction and paving. At least 10% in matching funding must come from the community or business assisted. There are two competitive grant rounds per year; notification is emailed out in January and July.

Eligible applicants are cities, towns, counties or tribal governments.

**For more information:** Arizona Department of Commerce  
Economic Strength Project Program  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/Business/esp%20home%20page.asp>

## Transportation Formula Grants for Other than Urbanized Areas (Section 5311)

Provides competitive grants for capital, operating, and administration expenses for public transportation programs in rural and small urban areas with less than 50,000 in population that enhance access to services for those in non-urban areas, assist in development and maintenance of public transportation in rural and small urban areas, and to assist in the development and support of intercity bus transportation. Maximum federal share is 50% for operating assistance and 80% for capital and project administration.

Eligible applicants are local governments, non-profit organizations, tribal governments, and public transit operators in rural and small urban communities under 50,000 in population. Applications are generally made available in January, and are evaluated on appropriateness, effectiveness and coordination of service, financial and management capability, local commitment to transit and accessibility, safety and training.

**For more information:** Arizona Department of Transportation  
Public Transportation Division  
206 South 17th Avenue, Suite 340B, Phoenix, AZ 85007  
602-712-7465  
<http://www.azdot.gov/PTD/Section5311.asp>

## Highway Expansion and Extension Loan Program (HELP)

Provides loans and financial assistance to stretch limited transportation dollars and bridge the gap between needs and available revenues. This funding mechanism is also commonly referred to as the State Infrastructure Bank. Eligible projects are highway projects meeting both of the following requirements: the project must be on the Federal Aid System, National Highway System, State Highway System, or be designated as a state route; and the project must be included in the State Highway Construction Program, State Transportation Improvement Plan or the Transportation Improvement Plan of the Regional Association of Governments (i.e. Metropolitan Planning Organizations and Council of Governments). Construction projects, including design, right-of-way, and construction, are eligible for financial assistance; studies will not be funded under this program. The minimum amount of financial assistance that will be awarded for a project is \$250,000.

Eligible borrowers are cities, towns, counties, special taxing districts, the state or its agencies or tribal nations. Borrowers may submit a joint application for a project that involves multiple jurisdictions. Applications are solicited on a semi-annual basis, require approval by the appropriate governing body (e.g., city council or county board of supervisors, etc.), and must identify proposed sources of repayment.

**For more information:** Arizona Department of Transportation  
HELP  
206 South 17th Avenue, Phoenix, AZ 85007  
602-712-8036  
[http://www.azdot.gov/Inside\\_ADOT/HELP/Index.asp](http://www.azdot.gov/Inside_ADOT/HELP/Index.asp)

## Job Access and Reverse Commute (Section 5316) Grants

Provides financing for capital projects and operating costs of equipment, facilities, and maintenance related to providing access to jobs, promoting use of transit and transit vouchers for welfare recipients and eligible low income individuals, and promoting use of employer-provided transportation. Emphasis is placed on projects that use mass transportation services.

Funds are allocated on a discretionary basis as follows: 60% to areas over 200,000 population; 20% to areas of under 200,000 population; and 20% to non-urbanized areas. Metropolitan Planning Organizations administer the program in the large urbanized areas and ADOT administers the program in the small urban and rural areas. All projects funded must be derived from a locally developed, coordinated public transit-human services transportation plan. The maximum Federal share for capital and project administration is 80%. The maximum Federal share for operating assistance is 50% of the net operating costs.

Eligible applicants include local governmental authorities and agencies and non-profit entities that have projects and expenses that relate to the development and maintenance of transportation services designed to transport welfare recipients and eligible low-income individuals to and from jobs and activities related to their employment.

**For more information:** Arizona Department of Transportation  
Public Transportation Division  
206 South 17th Avenue, Suite 340B, Phoenix, AZ 85007  
602-712-6736  
<http://www.azdot.gov>

## New Freedom Program (Section 5317) Grants

Provides competitive grants for improved public transportation services and alternatives for people with disabilities beyond those required by the Americans with Disabilities Act (ADA) of 1990. Examples of projects and activities that might be funded under the program include: purchasing vehicles and support for accessible taxi, ride-sharing, and vanpooling programs; paratransit services beyond minimum requirements; accessibility improvements to transit and intermodal stations not designated as key stations; supporting volunteer driver and aide programs; supporting mobility management and coordination programs. Projects funded must be derived from a locally developed, coordinated public transit-human services transportation plan. Funds may be used for capital expenses (maximum federal share 80% of the cost of the project), or operating expenses (maximum federal share 50% of the cost of the project).

Program funds are apportioned based on a formula that apportions 60% of the funds to designated recipients in urbanized areas with a population of 200,000 or more in a ratio reflecting the number of individuals with disabilities in each such urbanized area; 20% of the funds are apportioned among the states in a ratio reflecting the number of individuals with disabilities in urbanized areas with a population of less than 200,000; and 20% of the funds are apportioned among the states in a ratio reflecting the number of individuals with disabilities in non-urbanized areas in each state. Metropolitan Planning Organizations administer the program in the large urbanized areas and ADOT administers the program in the small urban and rural areas.

Eligible applicants include local governmental authorities and agencies and non-profit entities that have projects that are a new public transportation service or provide public transportation alternatives beyond those required by the ADA that assist individuals with disabilities with transportation.

**For more information:** Arizona Department of Transportation  
Public Transportation Division  
206 South 17th Avenue, Suite 340B, Phoenix, AZ 85007  
602-712-6736  
<http://www.azdot.gov>

## Special Needs for Elderly Individuals and Individuals with Disabilities (Section 5310) Grants

Provides capital funding for the purchase of vehicles and equipment to meet the transportation needs of the elderly and persons with disabilities. Examples include senior centers and programs for the physically, mentally and developmentally disabled populations.

Eligible applicants include private non-profit and public agencies that provide transportation to the elderly and disabled. The Section 5310 program funds have a maximum federal share of 80%. Applications are available in January, and are evaluated based on need for service and/or equipment, population served, financial capability to support funding, existing fleet inventories, and previous performance.

**For more information:** Arizona Department of Transportation  
Public Transportation Division  
206 South 17th Avenue, Suite 340B, Phoenix, AZ 85007  
602-712-6736  
<http://www.azdot.gov/PTD/Section5310.asp>

## Statewide Transportation Planning Program (Section 5304) Grants

Provides financial assistance for statewide transportation planning and other technical assistance activities; planning support for non-urbanized areas; research, development and demonstration projects; fellowships for training in the public transportation field; university research; and human resource development. The maximum federal share for projects is 80%.

Eligible applicants must be a government agency and have a population of less than 50,000.

**For more information:** Arizona Department of Transportation  
Public Transportation Division  
206 South 17th Avenue, Suite 340B, Phoenix, AZ 85007  
602-712-6790  
<http://www.azdot.gov/PTD/Section5304.asp>

## Water Infrastructure Finance Authority of Arizona (WIFA)

Provides financial and technical assistance for drinking water, wastewater, wastewater reclamation and other water quality facilities and projects. Generally, WIFA offers borrowers below-market interest on loans for 100% of eligible project costs. Types of assistance include:

*Clean Water Revolving Loan Fund* - for public wastewater treatment projects. Eligible borrowers include cities, towns, special districts, county improvement districts, sanitary districts and Indian Tribes.

*Drinking Water Revolving Loan Fund* - for both public and private drinking water systems. Eligible borrowers include cities, towns, special districts, domestic water improvement districts, co-ops and nonprofit associations. Privately-held community drinking water systems are also eligible.

*Technical Assistance Competitive Grants* - for pre-design and design of eligible wastewater and drinking water systems.

WIFA solicits applications each fall for the Clean Water loans and Drinking Water loans, but applications are accepted throughout the year. Technical Assistance grant applications are usually available in March.

**For more information:** Water Infrastructure Finance Authority of Arizona  
1110 West Washington Street, Suite 290, Phoenix, AZ 85007  
602-364-1310 or 877-298-0425  
<http://www.azwifa.gov>

## Water Quality Improvement Grant Program

Provides funding at a local level to implement on-the-ground water quality improvement projects to control nonpoint source pollution. Eligible projects must improve or protect water quality by controlling nonpoint source pollution; demonstrate acceptable water quality management principles, have sound design and appropriate procedures; yield benefits at a level commensurate with project costs for the benefit of the state; have an on-the-ground implementation component within the state; provide for at least 40% of the project costs as non-federal match; and support the mission of the Water Quality Division at the Arizona Department of Environmental Quality (ADEQ).

Projects not eligible: those requiring compliance with a permit (grazing or National Pollution Discharge Elimination System permit), studies or research only projects, education and/or outreach only projects (project MUST have an On-The-Ground component), water quantity projects, monitoring and assessment only, or regular operation and maintenance which is the responsibility of the landowner. This program requires a 40% match of non-federal monies or in-kind.

Eligible applicants are individuals and both public and private entities.

**For more information:** Arizona Department of Environmental Quality  
Water Quality Division  
1110 West Washington Street, Suite 5415A-1, Phoenix, AZ 85007  
602-771-4635  
<http://www.azdeq.gov/enviro/water/watershed/fin.html>

## Water and Waste Disposal Loans and Grants (Section 306C)

Provides loans and grants for water and waste disposal services to colonias along the U.S.-Mexico border. The program can cover 100% of project costs and may be used to construct, extend, or improve a community water or waste system; extend service lines; connect individual residences to a system; install plumbing and related fixtures; or construct bathrooms.

Eligible applicants include local governments, federally recognized Indian tribes, U.S. territories and possessions, and nonprofit associations.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## State Telecom Contract Purchasing

Encourages the development of telecommunications and broadband capacity by leveraging the State's purchasing power. This program allows public entities to utilize the State's contracts, including the current carrier services (telecommunications) contracts. Competitive pricing and State-contracted service level agreements are available.

Eligible entities include counties, cities, towns, libraries, public schools, authorities, and other political jurisdictions.

**For more information:** Arizona Department of Administration  
Enterprise Procurement Services  
100 North 15th Avenue, Suite 104, Phoenix, AZ 85007  
602-542- 9121  
<http://www.azspo.az.gov>

## **Schools and Libraries Program (Commonly known as E-Rate)**

Provides discounts to assist most schools and libraries with affordable telecommunications and internet access. This program is geared towards connectivity to the internet and telephony in schools and libraries and expanding the internet to rural and disadvantaged schools. Funding is requested under four categories of service: telecommunications services, Internet access, internal connections, and basic maintenance of internal connections.

Eligible schools, school districts and libraries may apply individually or as part of a consortium. Discounts for support depend on the level of poverty and the urban/rural status of the population served.

**For more information:** Universal Service Administrative Company  
<http://www.universalservice.org/sl/>

## Military Installation Fund

Preserves and enhances military installations by ensuring compatible land use in the vicinity of the installation. Effective FY 05, the Arizona Legislature has authorized funding of \$4.825 million per year for 20 years to purchase property from willing property owners within the territory of Arizona's military airports, military facilities and operating areas. Funds can also be used by communities for military installation preservation projects and debt service.

Eligible applicants are individual property owners, and Arizona cities, towns and counties.

**For more information:** Arizona Department of Commerce  
Military Installation Fund Program  
1700 West Washington Street, Phoenix, AZ 85007  
602-771-1100  
[http://www.azcommerce.com/CommunityPlanning/Military\\_Installation\\_Fund.asp](http://www.azcommerce.com/CommunityPlanning/Military_Installation_Fund.asp)

## Defense Industry Adjustment - Reduction/Realignment Assistance

Assists communities in developing an economic adjustment strategy and implementation plan. Most defense industry adjustment strategies focus regionally on job creation through business development, attraction and expansion, workforce development and community economic diversification.

OEA works with the community to create jobs in order to respond to the adverse economic impact as a result of a change in Defense policy. A local organization is identified to assume responsibility and develop an adjustment strategy and action plan with OEA financial and technical assistance. During implementation of the action plan, OEA works with other Federal, state and local resources to coordinate the response in accordance with the approved strategy.

**For more information:** US Department of Defense  
Office of Economic Adjustment  
400 Army Navy Drive, Suite 200, Arlington, VA 22202-4704  
703-604-6020  
<http://www.oea.gov/oeaweb.nsf/Home?OpenForm>

## Arizona Workforce Connections (AWC) One Stop Career Centers

Provides access to funding for workforce training for youth, adults and businesses. These Centers provide solution based services and skilled business services professionals to identify the right resources to build, upgrade or retain the workforce needed to compete in the global economy. Services for businesses include funding for customized training; wage matches for on the job training contracts; apprenticeship opportunities; and employee recruitment. The One-Stop Career Centers also provide services to Arizona residents to increase their skills, including job search assistance and career counseling; resume reviews; professional communications workshops; and comprehensive skills assessments.

Eligible applicants include large and small businesses in Arizona, tribal governments and individuals. One-Stop Career Centers are located in every county; see <http://www.arizonaworkforceconnection.com/loc.asp> for a listing.

**For more information:** Arizona Department of Commerce  
1700 West Washington Street, Suite 600, Phoenix, Arizona 85007  
602-771-1100  
<http://www.arizonaworkforceconnection.com/default.asp>

National Capabilities ♦ Regional Firm ♦ Arizona Presence

GUIDES FOR  
THE JOURNEY.®



PiperJaffray

# Guiding Arizona Communities

*Underwriting and Financial Advisory Services*

Since 1895, Piper Jaffray has guided communities throughout the United States to their objectives. Let us be your guide.

- Bond Election Strategy Services
- Debt Capacity Analysis
- Tax Rate Impact Analysis
- Customized Financing Options:
  - ✓ Bonds
  - ✓ Community Facilities Districts
  - ✓ Certificates of Participation
  - ✓ Greater Arizona Development Authority
  - ✓ Improvement Districts
  - ✓ Water Infrastructure Finance Authority
- Preparation of Rating Agency Presentations
- Preparation for Bond Sales
- Management of Bond Sales
- Cash Flow Management Services
- Debt Management Services
- Legislative Assistance

*For your next financing, choose the right guide:*

**Bill Davis, Managing Director**

602 808-5428

William.C.Davis@pjc.com

**Samuel Gray, Assistance Vice President**

602 808-5424

Samuel.H.Gray@pjc.com

**Logan McKenzie, Associate**

602 808-5422

Logan.K.McKenzie@pjc.com

**James Sult, Vice President**

602 808-5425

James.B.Sult@pjc.com

**Greg Swartz, Vice President**

602 808-5426

Greg.G.Swartz@pjc.com

# Financial Assistance

# for Business

## Financial Assistance for Business Table of Contents

■ Introduction . . . . .	.45
■ Loans/Lines of Credit . . . . .	.47
General Business . . . . .	.47
Housing . . . . .	.53
International Trade . . . . .	.54
Native American/Tribal . . . . .	.55
Other . . . . .	.56
■ Bonding Programs . . . . .	.59
■ Geographically Based Business Zones . . . . .	.61
■ Tax Credit and Incentive Programs . . . . .	.64
General Business . . . . .	.64
Energy . . . . .	.66
Innovation and Technology Development . . . . .	.68
Other . . . . .	.69
■ Grant Programs . . . . .	.73
Environmental . . . . .	.73
Innovation and Technology Development . . . . .	.74
Other . . . . .	.76

*Grants to start or expand small businesses are not offered by either federal or state government, but there are a wide variety of loan and tax incentive programs available. Entrepreneurs requiring funding for new business ventures may wish to begin by contacting their own bank or financial institution.*

*Other helpful business resources include:*

**Arizona Economic Development Directory** – contains contact information for organizations working on economic development in your area. <http://www.azcommerce.com/webapps/adoc/>

**Arizona Technology Business Development website** – a collaboration of the Arizona Department of Commerce, the Arizona Technology Council and the Southern Arizona Tech Council, this site provides convenient access to a wide range of technology business development resources, programs and services. <http://www.aztechbizdev.com/>

**FirstGov.gov** – provides a gateway to all federal government programs, including grant information. [http://www.firstgov.gov/Business/Business\\_Gateway.shtml](http://www.firstgov.gov/Business/Business_Gateway.shtml)

**Arizona Minority Business Enterprise Center** – assists minority business entrepreneurs who have been in business for at least one year and who are entering new markets, seeking government contracts, preparing to apply for financial assistance, or needing assistance in improving their operations and profitability. <http://www.azmbdc.org>

**Arizona Small Business Development Center (AZ SBDC)** – provides free, one-on-one confidential business counseling. <http://www.dist.Maricopa.edu/sbdc>

**SCORE (Counselors to Small Businesses)** – offers specialized seminars and workshops on a variety of business subjects and provides free, confidential one-on-one counseling and advice in practically every business and business situation. <http://www.scoreaz.org>

**Center for American Indian Economic Development** – offers training and technical services to Arizona tribes, their corporations, enterprises, and individual Native American entrepreneurs. Telephone: 928-523-7320 <http://www.cba.nau.edu/caied/>

**Fort Defiance Regional Business Development Office** – small business resource center sponsored by the Navajo Nation. Telephone: 928-871-7209

# Introduction

**Small Business Administration (SBA)** – provides access to a variety of SBA programs and services, such as startup and operational assistance through small business training and counseling, financial assistance for startups, operational and disaster help, business opportunities, such as government contracting, subcontracting, procurement, and much more. See below for targeted SBA programs for women, veterans and Native Americans. **Arizona District Office Telephone: 602-745-7200 or 800-359-1833** <http://www.sba.gov/az/index.html>

**SBA's MY BIZ for Women** – provides one-stop access to information for women entrepreneurs on starting and growing a small business, gaining access to capital and contracting opportunities and links to other government agencies. <http://www.SBA.gov/women> or <http://www.women-21.gov>

**SBA Veterans Affairs Officer** – provides counseling, resources and assistance to help veterans succeed in business. <http://www.sba.gov/vets> and <http://www.azdvs.gov>

**Tribal Business Information Centers (TBICs)** – provides culturally-tailored business development assistance to reservation-based, prospective and current small business owners Native Americans. <http://www.sba.gov/naa/tribes/>

**SuperNOFA (Notification of Funding Availability)** – identifies requirements for all federal Housing and Urban Development programs.  
**HUD SuperNOFA Information Center, Telephone: 1-800-HUD-8929, [www.hud.gov](http://www.hud.gov)**

## Commerce and Economic Development Commission (CEDC)

Provides assistance to existing companies needing expansion capital for projects that create jobs in Arizona. The emphasis is on businesses in export-oriented industries investing in plants and equipment. Projects must be consistent with the CEDC's investment guidelines and must demonstrate project viability.

Eligible applicants are businesses with a minimum of two years operating history making capital investment and creating new jobs paying at or above the average county wage; have acceptable credit and support of the local economic development organization.

**For more information:** Arizona Department of Commerce  
Commerce and Economic Development Commission  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/prop/cedc/default01.asp>

## Community Development Financial Institutions (CDFI) in Arizona

Provides financial assistance for small business development of affordable housing and nonprofits. Financial assistance can be equity investments, loans, grants, or deposits. Recipients must match funds dollar for dollar with non-federal monies.

Business and individuals seeking assistance should contact the appropriate Arizona CDFI listed below.

**For more information:** [Arizona MultiBank](#) - provides financing and access to technical assistance for the advancement of small businesses, low-and-moderate income housing, nonprofit organizations and economic development.  
101 North First Avenue, Suite 1880, Phoenix, AZ 85003-1910  
602-643-0030  
<http://www.multibank.org/AboutUs.htm>

[First American Credit Union](#) - provides consumer and small business loans, which often support small agricultural ventures and production and distribution of traditional Native-American crafts.  
Window Rock, AZ  
520-871-5428

[Hopi Credit Association](#) provides financial services and technical assistance to members of the Hopi Tribe living on the Hopi Reservation in Northern Arizona.  
P.O. Box 1259, Keams Canyon, AZ 86034-1259  
800-516-9091

Neighborhood Housing Services of Phoenix, Inc. - provides a full range of programs and services that encourage, create and support homeownership.  
320 East McDowell Road, Suite 120, Phoenix, AZ 85004  
602-258-1659  
<http://www.nhsphoenix.org/>

PPEP Microbusiness and Housing Development Corporation - provides short and medium term working capital and fixed asset loan products to microenterprises and small businesses; affordable housing projects initiated by non-profit housing developers; and low-income and minority home buyers and homeowner residents of 6 counties in southern Arizona.  
820 East 47th Street, Tucson, AZ 85713-5079  
520-806-9513  
<http://www.azsmallbusinessloans.com/>

## Federal 7(a) Small Business Loans

Guarantees up to 75% of a general business loan, up to a maximum of \$2 million, for almost any legitimate business purpose, including real estate acquisition, expansion, machinery and equipment purchases, furniture and fixtures purchases, working capital, and inventory purchases. Maximum loan maturities are 25 years for real estate and equipment, and generally 7 years for working capital. Small businesses go directly to participating banks to apply for a 7(a) loan or for any of the subsidiary programs under 7(a).

Businesses should contact the local SBA office to find out which lending institution in their area participates in the 7(a) program. Small businesses are eligible for 7(a) loans if they meet the following criteria: good character; demonstrated record for success; good credit rating; sufficient funds to operate the business at a profit; and pledged personal and/or business assets.

**For more information:** Small Business Administration  
Arizona District Office  
2828 North Central Avenue, Suite 800, Phoenix, Arizona 85004-1093  
602-745-7200  
<http://www.sba.gov/financing/sbaloan/7a.html>

Arizona Department of Commerce  
Small Business Services  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/SmallBus/Default.asp>

## Federal Business and Industry Guaranteed Loans

Provides direct and guaranteed loans for the purpose of improving, developing, or financing business, industry and employment, and improving the economic and environmental climate in rural communities.

Eligible applicants are a cooperative, corporation, partnership, trust, or other legal entity organized and operated on a profit or nonprofit basis; an Indian tribe; a municipality, county, or other political subdivision of a state; or an individual. Applicants must be located in areas other than cities (population of more than 50,000) or immediately adjacent to areas with population density of more than 100 persons per square mile. Preference is given to loans in open country, rural communities, and towns with populations of 25,000 or less, and on applications of equal priority, to veterans.

Existing businesses applying must provide a minimum of 10 % tangible balance sheet equity. For new/startup businesses, at least 20% is required for guaranteed loans. For direct loans, new businesses and those businesses that cannot offer personal or corporate guarantees, or for energy-related businesses, 20-25% equity is required.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Federal CAPLines Revolving Line of Credit

Provides financing for seasonal working capital needs; direct costs associated with performing construction, service and supply contract(s); direct costs associated with commercial and residential building construction without a firm commitment for purchase; operating capital from obtaining of advances against existing inventory and accounts receivable; and, consolidation of short-term debt.

CAPLines features five distinct short-term working capital loan programs for small businesses:

**Seasonal Line** - Assists businesses that experience seasonal sales fluctuations during their peak season(s) with advances against inventory and accounts receivables; the line can be revolving or non-revolving.

**Contract Line** - Finances direct labor and material costs associated with performing assignable contract(s); the line can be revolving or non-revolving.

**Builders Line** - Finances direct labor and material costs for small general contractors and builders that construct or renovate commercial or residential buildings; the building project serves as collateral and lines can be revolving or non-revolving.

**Standard Asset-Based Line** - Assists businesses unable to meet credit standards associated with long-term credit; generally utilized by businesses that provide credit to other businesses.

**Small Asset-Based Line** - An asset based revolving line of credit up to \$200,000; similar to standard asset-based line, however, some servicing requirements are waived if the business can consistently show repayment ability from cash flow for the full amount.

Eligible applicants are small businesses meeting the qualifications of the applicable loan program.

**For more information:** Small Business Administration

Arizona District Office

2828 North Central Avenue, Suite 800, Phoenix, Arizona 85004-1093

602-745-7200

<http://www.sba.gov/financing/loanprog/caplines.html>

## Federal Certified Development Company (Section 504 Program)

Provides long-term, fixed-rate financing to growing businesses. A Certified Development Company is a nonprofit corporation that works with the SBA and private-sector lenders to provide financing to small businesses. Loan proceeds must be used for fixed asset projects such as purchasing land and improvements, including existing buildings, grading, street improvements, utilities, parking lots and landscaping; construction of new facilities, or modernizing, renovating or converting existing facilities; or purchasing long-term machinery and equipment. The 504 Program cannot be used for working capital or inventory, consolidating or repaying debt, or refinancing.

Eligible applicants are small businesses meeting the following conditions: net worth not exceeding \$7 million and average annual net profits after taxes over the proceeding two years not exceeding

\$2.5 million; good character; demonstrated record for success; good credit rating; sufficient funds to operate the business at a profit; pledged personal and/or business assets; meet SBA size standards; and not engaged in speculation or investment in rental real estate. The business also must have a first-mortgage type loan for approximately 50% of the funds from a conventional lender at a normal lending rate.

**For more information:** Business Development Financing Corporation  
2200 East Camelback Road, Suite 215, Phoenix, AZ 85016  
602-381-6292  
<http://www.bdfc.com>

Southwestern Business Financing Corporation  
3200 North Central Avenue, Suite 1550, Phoenix, AZ 85012  
602-495-6495  
<http://www.swbfc.com>

Small Business Administration  
Arizona District Office  
2828 North Central Avenue, Suite 800, Phoenix, Arizona 85004-1093  
602-745-7200  
<http://www.sba.gov> and <http://www.sba.gov/gopher/Financial-Assistance/Defin>

### Federal Low Documentation Loan Program (LowDoc)

Reduces the paperwork currently involved in 7(a) loan requests for loan guarantees of up to \$150,000 by utilizing a one-page application. Personal financial statements are required for all guarantors; private sector lenders may require additional information and documentation. Loan approval focuses more on the applicant's character and ability to repay rather than collateral.

Eligible businesses must meet most general 7(a) loan criteria, have fewer than 100 employees and average annual sales over the past three years of \$5 million or less.

**For more information:** Small Business Administration  
Arizona District Office  
2828 North Central Avenue, Suite 800, Phoenix, Arizona 85004-1093  
602-745-7200  
[http://www.sba.gov/starting\\_business/startup/guide5.html#lowdoc](http://www.sba.gov/starting_business/startup/guide5.html#lowdoc)

## Federal MicroLoan Program for Entrepreneurs

Provides very small loans to start-up, newly established, or growing small business concerns. SBA makes funds available to nonprofit community based lenders (intermediaries) which, in turn, make loans to eligible borrowers in amounts from \$100 to \$35,000 with an average loan of about \$13,000 through nonprofit organizations. MicroLoans can be used for the purchase of machinery and equipment, furniture and fixtures, inventory, supplies and working capital. They cannot be used to pay off existing debts. They must be paid on the shortest term possible, no longer than six years, depending on the earnings of the business. Interest rates vary, but generally are between 8 and 13%.

Grants are available to nonprofit organizations for the purpose of lending to small businesses. Each intermediary lender has its own lending and credit requirements. Business owners contemplating application should be aware that intermediaries will generally require some type of collateral, and the personal guarantee of the business owner. Each non-profit organization will have its own requirements about collateral.

**For more information:** Self-Employment Loan Fund, Inc. (SELF)  
1601 North 7th Street, Suite 340, Phoenix, Arizona 85006  
602-340-8834  
<http://www.selfloanfund.org>

Small Business Administration  
Arizona District Office  
2828 North Central Avenue, Suite 800, Phoenix, Arizona 85004-1093  
602-745-7200  
<http://www.sba.gov/financing/sbaloan/microloans.html>

## Federal Guaranteed Rural Rental Housing Loan Program (Section 538)

Guarantees loans made by private lenders for the development of affordable rural rental housing. Households with incomes below 115% of area median income may live in units developed under this program.

The maximum term is the lesser of 40 years or the remaining economic life of the project; interest rates must be fixed and not exceed the rate published in the Rural Housing Service (RHS) Notice of Funding Availability (NOFA). The loan may be prepaid at the determination of the borrower. Rent, including utilities paid by the tenants, cannot exceed 30% of 115% of the area median income. RHS must provide interest credit to reduce the interest to the Treasury rate for at least 20% of the loans made. Tax-exempt financing can be used as a source of capital for the guaranteed loan.

Eligible borrowers include individuals, nonprofit or for-profit corporations, partnerships, state or local public agencies, limited liability companies, trusts, or Indian tribes. The banks or thrifts that receive loan guarantees must be approved by RHS. To obtain that approval, a lender must be approved to make multifamily housing loans by HUD, Fannie Mae, Freddie Mac or by the state or local housing finance agency, or it must be a member of the Federal Home Loan Bank System with demonstrated multifamily housing loan ability.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Federal Rural Rental and Cooperative Housing Loans

Provides direct loans to finance construction or rehabilitation of modest rental or cooperatively owned housing designed for very low-, low-, and moderate-income families, elderly people and persons with disabilities. Funds may also be used to buy and improve land and to provide necessary facilities such as water and waste disposal systems. Projects may be on one or more sites.

Eligible borrowers for these competitive loans include individuals, trusts, associations, partnerships, limited partnerships, state or local public agencies, Indian tribes, consumer cooperatives, and profit or nonprofit corporations. Borrowers must be unable to obtain credit elsewhere that will result in rents affordable to low and moderate-income tenants.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
[http://www.rurdev.usda.gov/rhs/mfh/brief\\_mfh\\_rrh.htm](http://www.rurdev.usda.gov/rhs/mfh/brief_mfh_rrh.htm)

## Federal Export Working Capital Program (EWCP)

Finances overseas sales of U.S. goods and services by providing working capital loan guarantees for U.S. exporters against the risks of non-payment by foreign buyers for political or commercial reasons, and makes loans to foreign purchasers of U.S. goods. The EWCP covers 90 % of principal and interest on commercial loans to creditworthy small and medium-sized companies needing funds to buy or produce U.S. goods or services for export.

The EWCP may be used to cover working capital loans to a U.S. business if the lender shows that the loan would not be made without the guarantee from the Ex-Im Bank. This program is offered in conjunction with the SBA's EWCP program. Ex-Im Bank handles all loans over \$833,333, including the non-guaranteed portion. Guarantees may be for a single transaction or a revolving line of credit; there is no minimum loan amount.

Eligible borrowers are companies selling products or services with at least 50% U.S. content and no adverse impact on the U.S. economy.

**For more information:** Export-Import Bank of the United States  
San Diego Office Regional Office  
6363 Greenwich Drive, Suite 230, San Diego, CA 92122  
619-557-7091  
<http://www.exim.gov/products/index.html>

## Federal International Trade Loans

Provides long-term financing to help small businesses compete more effectively and significantly expand/develop export markets. Loan maturities cannot exceed 25 years, excluding the working capital portion of the loan. Loans may be used to buy land and buildings, build new facilities, renovate, improve or expand existing facilities, and purchase or recondition machinery, equipment and fixtures. The working capital portion of the loan can be in the form of the Export Working Capital Program loan or a portion of the term loan. The loan proceeds cannot be used to pay past debts. For the International Trade Loan, SBA can guaranty up to 85% of loans of \$150,000 and less, and up to 75 % of loans above \$150,000. The maximum guaranteed amount is \$1,250,000.

Eligible applicants must meet the general 7(a) loan guarantee requirement and one of the two following criteria: loan proceeds will significantly expand existing export markets or develop new ones; or, the applicant's business is adversely affected by import competition.

**For more information:** Small Business Administration  
Arizona District Office  
2828 North Central Avenue, Suite 800, Phoenix, Arizona 85004-1093  
602-745-7200  
  
Small Business Administration, Office of International Trade  
202-205-6720  
<http://www.sba.gov/financing/loanprog/tradeloans.html>

## Bureau of Indian Affairs Loan Guaranty Program

Increases Native American entrepreneurship and employment through establishment, acquisition or expansion of Indian-owned economic enterprises. Loans may be made to finance Indian-owned businesses organized for profit, provided that eligible Indian ownership constitutes at least 51%. The business must be located on or near a reservation or recognized service area and contribute to the economy of the reservation. Maximum loan guarantees are \$500,000 for individuals, partnerships and corporations, and \$5.5 million for Tribes.

Eligible borrowers are federally recognized tribes or Alaska Native groups, members of these tribes or groups; or an Indian-owned organization. A minimum of 20 % equity is required (in cash and unencumbered assets) to be used in the business being financed. Borrowers work directly with lenders for guaranteed loans, and then request a loan guaranty from the Bureau of Indian Affairs office where the business is located.

**For more information:** Phoenix Area Credit Office

P.O. Box 10, Phoenix, AZ 85001  
602-379-6624

Bureau of Indian Affairs

Office of Economic Development

1849 C Street, NW, MS 4640-MIB, Washington, DC 20240

202-208-5324

<http://www.doi.gov/bia/Loan%20Guaranty%20Brochure.pdf>

*Also see the following Loan/Lines of Credit programs: Federal Business and Industry Guaranteed Loans (under General Business); Federal Guaranteed Rural Rental Housing Loan Program (under Housing); Federal Rural Rental and Cooperative Housing Loans (under Housing). See Federal Clean Renewable Energy Bonds in the Bonds section, and the Arizona Recycling Grant Program in the Grants section*

## Federal Defense Loan and Technical Assistance (DELTA) Program

Helps small business contractors transition from defense to civilian markets by diversifying into the commercial market while remaining part of the defense industrial base. Both financial and technical assistance are available to defense-dependent small businesses which have been adversely affected by defense reductions. Program objectives are job retention, job creation, or plant retooling and expansion that modernizes/expands the plant and enables it to remain available to the Department of Defense (DOD).

Eligible applicants must be detrimentally impacted by the closure (or substantial reduction) of a DOD installation; or the termination (or substantial reduction) of a DOD program in which the small business was a prime contractor, subcontractor, or supplier at any tier; or is located in a community that has been detrimentally impacted by these same actions. The small business must derive at least 25% of its revenues from DOD or defense-related Department of Energy contracts or subcontracts in support of defense prime contracts in any one of five prior operating years.

This program can be used in conjunction with both SBA's 7(a) and 504 Loan Programs and generally follows the provisions of each program.

**For more information:** Small Business Administration  
Arizona District Office  
2828 North Central Avenue, Suite 800, Phoenix, Arizona 85004-1093  
602-745-7200  
<http://www.sba.gov/financing/loanprog/military.html>

## Federal Pollution Control Loan Program

Provides financing to eligible small businesses for the planning, design, or installation of a pollution control facility. This facility must prevent, reduce, abate, or control any form of pollution, including recycling. Pollution Control Loans are 7(a) loans with a special purpose of pollution control. This program follows the 7(a) guidelines, except that loan proceeds must be for fixed-assets only.

**For more information:** Small Business Administration  
Arizona District Office  
2828 North Central Avenue, Suite 800, Phoenix, Arizona 85004-1093  
602-745-7200  
<http://www.sba.gov/financing/loanprog/pollution.html>

## Federal Rural Economic Development Loans (Utilities)

Provides zero-interest loans to electric and telephone utilities financed by the Rural Utilities Service (RUS) to promote sustainable rural economic development and job creation projects. Examples of projects include business expansions and business startups; community infrastructure; community facilities and services; medical facilities and equipment to provide medical care to rural residents; educational facilities and equipment to provide training and job enhancement skills to rural residents to facilitate economic development; and business incubator projects to assist in developing emerging enterprises.

Eligible borrowers are any RUS electric or telephone utility that is not delinquent on any Federal debt or in bankruptcy proceedings. Priority is given to financing third-party recipient projects that are physically located in rural areas having a population of less than 2,500 people.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## North American Development Bank (NADB)

Provides loans and grants to the public and private sectors for infrastructure projects when private sector financing is not available. Projects must be located within 62 miles of the Mexican border and certified by the Border Environment Cooperation Commission (BECC). NADB generally accepts no more than 50% of the total capital costs of projects, and loan maturities are for a maximum of 25 years.

Eligible projects include infrastructure for potable water, water pollution, wastewater treatment, water conservation, water and wastewater hookups for housing, municipal solid waste, waste reduction, air quality improvement, public transportation, clean and efficient energy, industrial and hazardous waste projects, recycling, and municipal planning, development and water management. NADB also offers guidance to communities and potential borrowers to assist in the financial design and structure of environmental infrastructure.

NADB has a number of different programs:

**Low Interest Rate Lending Facility** - for financial assistance with water, wastewater and solid waste projects.

**Border Environment Infrastructure Fund** - administers grants provided by the US Environmental Protection Agency for water and wastewater projects.

**Solid Waste Environment Program** - supports the financing and construction of municipal solid waste infrastructure projects through loans and grants. It also encourages projects that include private sector participation, waste flow reduction and regional facilities serving more than one community.

**Institutional Development Cooperation Program** - provides grant assistance for achieving effective and efficient operation of utilities, state and local government agencies, and other projects within all NADB sectors. Grants are for a maximum of \$250,000.

**Project Development Program**- provides technical assistance to communities, utilities and the private sector to help finance the costs involved in preparing environmental infrastructure projects for submission to the BECC for certification and to the North American Development Bank (NADB) for financing. Grants may be awarded for up to \$200,000 per project. In the case of regional projects involving two or more communities, the grant limit per project may be increased to \$300,000. PDP assistance is subject to full or partial reimbursement as part of a NADB lending package.

**For more information:** North American Development Bank

Technical Assistance Coordinator

203 South St. Mary's, Suite 300, San Antonio, TX 78205

[http://www.nadbank.org/english/program\\_service/PDP/PDP\\_frame.htm](http://www.nadbank.org/english/program_service/PDP/PDP_frame.htm)

# Bonding Programs

## Water Infrastructure Finance Authority Of Arizona (WIFA)

Provides financial and technical assistance for drinking water, wastewater, wastewater reclamation and other water quality facilities and projects. Generally, WIFA offers borrowers below-market interest on loans for 100% of eligible project costs.

Types of assistance include:

**Drinking Water Revolving Loan Fund** - for both public and private drinking water systems. Eligible borrowers include cities, towns, special districts, domestic water improvement districts, co-ops and nonprofit associations. Privately-held community drinking water systems are also eligible.

**Technical Assistance Competitive Grants** - for pre-design and design of eligible wastewater and drinking water systems.

WIFA solicits applications each fall for the Drinking Water loans, but applications are accepted throughout the year. Technical Assistance grant applications are usually available in March.

**For more information:** Water Infrastructure Finance Authority of Arizona  
1110 West Washington Street, Suite 290, Phoenix, AZ 85007  
602-364-1310 or 877-298-0425  
<http://www.azwifa.gov>

## Federal Clean Renewable Energy Bonds (CREB)

Offers electric cooperatives the equivalent of an interest-free loan for financing qualified energy products for a limited term through "tax credit" bonds. The electric cooperative or cooperative lender (Issuer) issues the CREB but does not make interest payments. The federal government provides a tax credit to the bondholder in lieu of the issuer paying interest to the bond holder. If the credit is worth \$100 and the bondholder is in the 35% tax bracket, the credit provides a \$65 benefit to the bond holder. CREBs are taxable.

Qualified issuers include governmental bodies (including Indian tribal governments), mutual or cooperative electric companies and clean energy bond lenders—namely the National Rural Utilities Cooperative Finance Corporation (CFC) and Cobank.

**For more information:** US Department of Energy  
1000 Independence Avenue, SW, Washington, DC 20585  
202-586-5000 or 800-342-5363  
[http://www.irs.gov/irb/2006-10\\_IRB/ar07.html](http://www.irs.gov/irb/2006-10_IRB/ar07.html)

# Bonding Programs

## **Multi-family Private Activity Bonds** *(also see Private Activity Bonds for other financing categories)*

Provides financing for multi-family rental properties in the 13 rural counties of the state. These projects must provide rental units at reasonable rent levels for low to moderate income households. Projects that qualify for bond financing may also be eligible to receive a non-competitively secured reservation of Low-Income Housing Tax Credits (see Low-Income Housing Tax Credit Program), as well as additional gap financing through the AzHFA in order to construct or acquire and rehabilitate affordable rental properties. Bonding authority must be obtained for specific projects through the Arizona Department of Commerce.

Eligible properties must be rental properties to be newly constructed, acquired or rehabilitated for low to moderate income households.

**For more information:** AzHFA Programs Administrator  
Arizona Housing Finance Authority  
1700 West Washington Street, Suite 210, Phoenix, AZ 85007  
602-771-1091  
<http://www.housingaz.com>

## **Private Activity Bonds (PAB - formerly called Industrial Revenue Bonds)**

Encourages economic development by reducing the cost of investment in industrial property and equipment through tax exempt bond financing. The PAB program allocates the state share of federally tax-exempt financing that can be used for the construction of industrial and manufacturing facilities and the purchase of equipment, utilities, solid waste and other exempt facilities, multifamily and single family housing and student loans. The bonds are an obligation of the private user, not of the issuing authority.

Eligible applicants are local industrial development authorities on behalf of local governmental entities for the benefit of private users. Bond capacity is allocated across six categories: Director's Discretion – 10%; Mortgage Revenue Bonds and Mortgage Credit Certificates Programs – 35%; Student Loan Program – 20%; Manufacturing projects – 15% (capital expenditures are limited to \$10 million); Multifamily housing projects – 10%; All Other projects – 10%. Allocations from these pools are made on a first-come, first-serve basis, normally on the first working day of the calendar year. Capacity remaining is repooled at certain points in the year. Application fees and security deposits apply.

**For more information:** Arizona Department of Commerce  
Private Activity Bonds Program  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/business/pab%20home%20page.asp>

## Arizona Enterprise Zone Program

Encourages job creation, job retention and private investment in Arizona's 26 active Enterprise Zones (EZ) to improve economies with high poverty or unemployment rates. Zones are designated by the Arizona Department of Commerce (ADOC), and minimum wage and other requirements apply.

There are two components to the EZ program:

**Income or Premium Tax Credits** - available to non-retail businesses or insurers creating net new quality jobs at a site located in an enterprise zone. Tax credits may total up to \$3,000 per qualified employment position over three years for a maximum of 200 employees in any given tax year.

**Property Tax Reduction** - available to qualified minority, woman owned or small (99 employees or less and \$4 million or less in gross sales) manufacturing businesses investing in fixed assets in an EZ. Applicants are eligible for a 5% assessment ratio on all real and personal property at the EZ location for five years.

Eligible applicants are business located in an enterprise zone meeting the qualifications of the program. Applications for the property tax reduction must be submitted before October 1st to be eligible for tax reduction in the next valuation year.

EZ, Healthy Forest and Military Reuse Zone tax credits cannot be claimed for the same employees.

**For more information:** Arizona Department of Commerce  
Enterprise Zone Program  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/business/ez%20home%20page.asp>

## Federal Empowerment Zones and Enterprise Communities Program (EZ/EC)

Provides a mixture of tax, financing and workforce training incentives designed to support local businesses and encourage the hiring of Zone residents. In Arizona, an empowerment zone has been designated in Tucson.

Eligible businesses for EZ benefits include companies conducting most of their business in the Empowerment Zone with at least 35% of their employees living in the zone. Federal employment tax credits can be taken only on those residing in the zone.

**For more information:** Tucson Regional Economic Opportunities Inc. (TREO)  
120 North Stone Avenue, Suite 200, Tucson, Arizona 85701  
520-243-1900  
<http://www.treoaz.org/static/index.cfm?contentID=112>

US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov>

## Federal HUBZone Program

Stimulates capital investment, creation of jobs, and economic development in distressed communities through federal contracting preferences for firms certified by SBA as qualified HUBZone small businesses. The program is precisely targeted to provide contract opportunities to firms located in areas affected by base closures and realignments.

Eligible participants must be small businesses owned and controlled at least 51% by one or more U.S. citizens; a Community Development Corporation; an agricultural cooperative or an Indian tribe; be located (principal office) in a HUBZone; and certify that least 35% of its employees are residents of a HUBZone.

**For more information:** Small Business Administration  
Arizona District Office  
2828 North Central Ave, Suite 800, Phoenix, Arizona 85004-1093  
602-745-7200  
<http://www.sba.gov/hubzone>

## Foreign Trade Zone (FTZ)

Provides trade benefits to businesses, including being treated as though legally outside of the U.S. Custom's territory. Merchandise may be brought in duty-free for purposes such as storage, repacking, display, assembly or manufacturing. Imports may be landed and stored quickly without full customs formalities.

Arizona is the only state enacting special legislation to reduce assessment ratios for businesses located in a FTZ or sub-zone eligible. Real and personal property may be assessed at 5% of full cash value (instead of 25%), resulting in an 80% reduction in state real and personal property taxes. Applicant must meet Federal FTZ requirements and be approved by the local FTZ administrator.

**For more information:** Arizona Department of Commerce  
Business Development and Attraction  
1700 West Washington Street, Suite 220, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/business/foreign%20trade%20zone.asp>

## Arizona Accelerated Depreciation

Provides an accelerated depreciation schedule to encourage new capital investment by reducing personal property tax liability. The accelerated depreciation schedule is applied to the first four years of the property assessment and accelerates depreciation by five percentage points per year for four years. In year one, the accelerated rate is 35%; in year two – 51%; in year three – 67%, and in year four – 83% of the scheduled depreciated value. After the fourth year, taxable value continues to be determined using Arizona Department of Revenue (ADOR) schedules. The accelerated depreciation schedule is based on ADOR straight-line depreciation schedules. This program applies to class 1 (commercial and industrial) personal property and class 2 (agricultural) personal property.

**For more information:** Arizona Department of Commerce  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/business/accelerated%20depreciation.asp>

Arizona Department of Revenue  
1600 West Monroe Street, Phoenix, AZ 85007-2650  
602-716-6090  
<http://www.azdor.gov>

## Arizona “Superweighted Sales Factor”

Encourages business investment in Arizona by multi-state corporations who sell to national or international markets. The Superweighted Sales factor is an alternative method for calculating Arizona corporate income tax owed by multi-state companies, and may have the effect of reducing income taxes for companies with significant investment in the state but relatively few sales.

The current structure for the apportionment of multi-state corporate income for tax purposes in Arizona is three-tiered, allocating 25% to property, 25% to payroll and 50% to sales. This method enables multi-state corporations have the option to use an 80% sales factor apportionment beginning in tax year 2007, phased in over a three-year period.

**For more information:** Arizona Department of Revenue  
1600 West Monroe Street, Phoenix, AZ 85007-2650  
602-716-6090  
<http://www.azdor.gov>

## Government Property Lease Excise Tax Program (GPLET)

Encourages developers and the private sector to build quality projects in redevelopment areas. All real property tax is waived and replaced with an excise tax based upon the type of use. The rate is reduced every ten years by 20% until the 51st year, when the tax drops to zero. GPLET requires the transfer of title for the building and leasehold improvements to the city and requires a lease agreement with the City. The use of GPLET does not reduce the company's personal property tax obligation.

Eligible businesses are those in any community leasing parcels from city or other governmental entities, rather than own them outright.

**For more information:** Contact the Local City Manager

Arizona Department of Commerce  
Business Development and Attraction  
1700 West Washington Street, Suite 220, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/business/leaseexcisetax.asp>

## New Markets Tax Credit Program

Encourages economic development in low-income communities through a federal tax credit for qualified equity investments in designated Community Development Entities (CDEs). These investments must in turn be used by the CDE to provide investments in low-income communities.

The credit provided to the investor totals 39% of the cost of the investment and is claimed over a seven-year credit allowance period. In each of the first three years, the investor receives a credit equal to 5% of the total amount paid for the stock or capital interest at the time of purchase. For the final four years, the value of the credit is 6% annually. Investors may not redeem their investments in CDEs prior to the conclusion of the seven-year period.

**For more information:** **Phoenix Community Development and Investment Corporation** - commercial and industrial development lending opportunities at below market pricing in underserved communities within the city of Phoenix.

200 West Washington street, 20th Floor, Phoenix, AZ 85007  
602-262-5040  
<http://www.phoenixnewmarkets.org/home.html>

**Prestamos (Chicanos Por La Causa)** - commercial revitalization and business development; small business financing; and venture capital in Maricopa, Pima and Pinal Counties.

Phoenix location: 1112 East Buckeye Road, Suite B-4, Phoenix, Arizona 85034-4043  
602-257-0700  
<http://www.cplc.org>

## Federal Tax Credit for Fuel Cells, etc.

Encourages alternative energy adoption through a tax credit for business installation of qualified fuel cells, stationary microturbine power plants, and solar equipment. A 30% tax credit is available for the purchase price for installing qualified fuel cell power plants for businesses, a 10% credit for qualifying stationary microturbine power plants and a 30% credit for qualifying solar energy equipment. This tax credit is effective January 1, 2006 through December 31, 2007.

**For more information:** US Department of Energy  
1000 Independence Avenue, SW, Washington, DC 20585  
202-586-5000 or 800-342-5363  
<http://www.energy.gov/taxbreaks.htm>

## Federal Tax Credit for Small Producer of Biodiesel and Ethanol

Supports small agri-biodiesel producers through a 10 cent per gallon tax credit for up to 15 million gallons of agri-biodiesel produced. The limit on production capacity for small ethanol producers has been increased from 30 million to 60 million gallons. This tax credit is effective until the end of 2008.

**For more information:** US Department of Energy  
1000 Independence Avenue, SW, Washington, DC 20585  
202-586-5000 or 800-342-5363  
<http://www.energy.gov/taxbreaks.htm>

## Federal Tax Credit for Installing Alternative Fuel Refueling Property

Promotes the adoption of alternative fuels. Fueling stations are eligible to claim a 30% credit for the cost of installing clean-fuel vehicle refueling equipment, (e.g. E85 ethanol pumping stations). A clean fuel is any fuel that consists of at least 85% ethanol, natural gas, compressed natural gas, liquefied natural gas, liquefied petroleum gas, or hydrogen and any mixture of diesel fuel and biodiesel containing at least 20% biodiesel. This tax credit is effective through December 31, 2010.

**For more information:** US Department of Energy  
1000 Independence Avenue, SW, Washington, DC 20585  
202-586-5000 or 800-342-5363  
<http://www.energy.gov/taxbreaks.htm>

## Arizona Income Subtraction for Construction of Energy Efficient Residence

Encourages construction of energy efficient homes through an income tax subtraction. For taxable years beginning from and after December 31, 2001, through December 31, 2010, a subtraction is allowed for the sale of one or more new energy efficient residences (50% more efficient than the 1995 Model Energy Code) in Arizona. The subtraction is equal to 5% of the sales price excluding commissions, taxes, interest, points, and other brokerage, finance and escrow charges, and cannot exceed \$5,000 for each new qualifying residence.

The energy efficiency of the residence must be demonstrated by a score of at least 90 points on a home energy rating; a Certified Home Energy Rater must provide the home energy rating.

**For more information:** Arizona Department of Commerce

Energy Office

1700 West Washington Street, Suite 600, Phoenix, AZ 85007

602-771-1100

<http://www.azcommerce.com/energy/energy-related%20incentives.asp>

Arizona Department of Revenue

1600 West Monroe Street, Phoenix, AZ 85007-2650

602-716-6090

<http://www.azdor.gov>

## Arizona Solar Energy Incentives Program

Encourages the installation and adaptation of solar energy for commercial or industrial purposes through a tax credit equal to 10% of the installed cost of the device. The tax credits are limited to \$25,000 per building per year and \$50,000 in total credits per company in any year. The total amount of credits available for the program is \$1 million per calendar year.

Businesses must apply to the Arizona Department of Commerce for certification.

**For more information:** Arizona Department of Commerce

Business Development Finance

1700 West Washington Street, Suite 600, Phoenix, AZ 85007

602-771-1100

<http://www.azcommerce.com/finance/solarenergy.asp>

## Arizona Research and Development Income Tax Credit

Encourages companies to invest in research and development, including research conducted at a state university. The amount of the credit is based on the federal regular credit computation method for Arizona qualified research expenses and Arizona basic research payments. Allowable expenses up to \$2,500,000 qualify for a 20% credit and up to \$2,500,000 qualifies for \$500,000 plus 11% of the amount of expenses over \$2,500,000, subject to certain limitations.

**For more information:** Arizona Department of Revenue  
1600 West Monroe Street, Phoenix, AZ85007-2650  
602-716-6090  
<http://www.azdor.gov>

## Arizona Small Business Capital Investment Tax Incentive (Angel Investment Tax Credit)

Provides income tax credits for investments in a small business equal to 30% of the investment amount over a three-year period. The credit increases to 35% if the investment is made in a bioscience or rural company. These tax credits are limited to a total of \$20 million during the life of the program.

Eligible small businesses are those with at least 2 full-time equivalent employees and assets of \$2 million or less (exclusive of intellectual property and any qualified investment). Sole proprietorships and businesses engaging in activities involving human cloning or embryonic stem cell research are not eligible. Investors cannot be C corporations, and immediately before the investment cannot possess more than 30% of the total voting power of all equity securities of the qualified small business. Eligible investments must be an equity security of at least \$25,000 cash and be reported to the Arizona Department of Commerce (ADOC) within 30 days after the investment is made.

Eligible small businesses must apply to ADOC for a twelve-month certification. To receive tax credits, eligible investors must be certified by ADOC for each investment made.

**For more information:** Arizona Department of Commerce  
Angel Investment Program  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/finance/capinvest.asp>

## Arizona Healthy Forest Incentives Program

Promotes forest health in Arizona through tax incentives for certified businesses primarily engaged in harvesting, initial processing, or transporting of qualified forest products. "Qualifying forest products" are dead standing and fallen timber and forest thinnings associated with the harvest of small diameter timber, slash, wood chips, peelings, brush and other woody vegetation removed from federal, state and other public or private forest land.

There are several incentives offered under this program: reduced taxes on fuel used in vehicles transporting forest products; a property tax reduction for real and personal property and improvements for forest product harvesting and processing; tax credits for creation of new jobs; exemption of transaction privilege tax on eligible contracts and certain purchases or leases of eligible equipment; and exemption from use tax on out-of-state purchases.

Eligible businesses must apply to the Arizona Department of Commerce for a twelve-month certification.

Healthy Forest, Enterprise Zone and Military Reuse Zone tax credits cannot be claimed for the same employees.

**For more information:** Arizona Department of Commerce  
Healthy Forest Incentives Program  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/finance/HealthyForest.asp>

## Arizona Military Reuse Zone Program

Addresses the impact of military base closures through tax incentives to airport authorities, insurers, and aviation/aerospace businesses located in a Military Reuse Zone (MRZ). Zones are established by the Governor; there currently are two active zones in Arizona (Williams Gateway Airport, and the Phoenix/Goodyear Airport).

Airport authorities are eligible for a transaction privilege tax (TPT) exemption on contracts for certain types of construction at an MRZ. To qualify for the TPT exemption the prime contractor must apply for a Letter of Qualification issued by the Department of Revenue prior to beginning contract work.

Insurers are eligible to receive premium tax credits for net increases in full-time employment. To qualify the insurer must be located at an MRZ and have a valid Certificate of Authority issued by the Department of Insurance.

Aviation/aerospace businesses are eligible for a TPT exemption on certain construction contracts, tax credits for net increases in full-time employment and property tax reduction for real and personal property and improvements at an MRZ. Aviation/aerospace businesses must be located at an MRZ and provide aviation or aerospace services or manufacture, assemble or fabricate aviation or aerospace products.

MRZ, Healthy Forest and Enterprise Zone tax credits cannot be claimed for the same employees.

**For more information:** Arizona Department of Commerce  
Military Reuse Zone Program  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/business/mrz%20home%20page.asp>

## Arizona Motion Picture Production Tax Incentives Program

Promotes and stimulates the motion picture industry in Arizona through tax incentives for qualified motion picture production companies. The program offers various tax incentives, including transaction privilege tax exemptions on construction contracts and certain purchases or leases, use tax exemptions and a transferable income tax credit. The total amount of tax credits authorized for the program is: \$30 million for CY2006; \$40 million for CY2007; \$50 million for CY2008; \$60 million for CY2009; \$70 million for 2010. There is no limitation on the amount of TPT exemptions or use tax exemptions available under this program.

Eligible businesses must apply to the Arizona Department of Commerce for a twelve-month certification, and must be 1) primarily engaged in producing motion pictures; 2) have a physical office and bank account in Arizona; 3) anticipate incurring qualifying production costs of at least \$250,000 in a twelve-month period; 4) employ at least the minimum percentage of Arizona residents during production activities.

**For more information:** Arizona Department of Commerce  
Motion Picture Tax Incentives  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/finance/motionpic.asp>

## Arizona Tax Credit for Pollution Control Equipment

Provides a 10% nonrefundable income tax credit for businesses on real or personal property used to control or prevent pollution. Qualifying property includes a structure, building, installation, excavation, machine, equipment, and any attachment to, or addition to, or reconstruction, replacement, or improvement of that property. Property eligible for the tax credit includes only that portion of the property directly used, constructed, or installed in Arizona to prevent, monitor, or reduce air, water, or land pollution that results from the taxpayer's direct operating activities in conducting a trade or business in this state.

**For more information:** Arizona Department of Commerce  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/business/pollution%20control.asp>

Arizona Department of Revenue  
1600 West Monroe Street, Phoenix, AZ 85007-2650  
602-716-6090  
<http://www.azdor.gov>

## Federal Historic Preservation Tax Incentive

Provides a 20% tax credit for private investment in rehabilitating historic building for industrial, commercial purposes, or development of moderate and low-income housing.

Eligible rehabilitation projects must meet four basic application requirements:

1. The historic building must be listed in the National Register of Historic Places or be certified as contributing to the significance of a "registered historic district."
2. After rehabilitation, the historic building must be used for an income-producing purpose for at least five years. Owner-occupied residential properties do not qualify for the federal rehabilitation tax credit.
3. The project must meet the "substantial rehabilitation test," meaning the cost of rehabilitation must exceed the pre-rehabilitation cost of the building. Generally, this test must be met within two years, or within five years for a project completed in multiple phases.
4. The rehabilitation work must be done according to the Secretary of the Interior's Standards for Rehabilitation.

**For more information:** Arizona State Parks

State Historic Preservation Office

1300 West Washington Street, Phoenix, AZ 85007

602-542-4009

<http://www.pr.state.az.us/partnerships/shpo/taxincen.html>

Historic Preservation Grants

National Park Service

1201 "Eye" Street, NW (2256), Washington, DC 20005

202-354-2020

<http://www.cr.nps.gov/hps/tps/tax/incentives/index.htm>

## Arizona Recycling Grant Program

Provides grants encouraging recycling opportunities, education, and research and development. Matching funds are required, and the cash or in-kind match amount differs in each category, as do the maximum grant amounts available.

There are three primary recycling programs:

**Waste Reduction Assistance** - assists in providing recycling opportunities to all Arizonans, in addition to providing funding assistance to projects that divert significant amounts of materials from the solid waste stream, or are a component of a comprehensive program designed to achieve high diversion levels; projects may include a small public awareness component.

**Waste Reduction Initiative Through Education** - provides information and education to increase awareness about solid waste reduction and disposal, and encourage participation in source reduction, reuse and recycling opportunities. Projects should communicate the importance of conserving natural resources and the benefits of reducing, reusing, recycling, buying recycled products, composting and/or properly disposing of solid waste.

**Recycling Research and Development** - provides funding assistance to develop tools, ideas, and knowledge to divert significant amounts of materials from the solid waste stream in the near future. Projects involve research, including feasibility studies, solid waste audits and/or technology development that increase the proper disposal of solid waste, source reduction, recycling, buying recycled content products and/or composting.

Eligible applicants include businesses, political subdivisions, tribal governments and non-profits serving Arizona communities.

**For more information:** Arizona Department of Environmental Quality  
1110 West Washington Street, Phoenix, AZ 85007  
800-234-5677, ext. 771-4170  
<http://www.azdeq.gov/environ/waste/solid/funding.html>

# Grant Programs

## Arizona Water Quality Improvement Grant Program

Provides funding to implement on-the-ground water quality improvement projects to control nonpoint source pollution. Eligible projects must improve or protect water quality by controlling nonpoint source pollution; demonstrate acceptable water quality management principles; have sound design and appropriate procedures; yield benefits at a level commensurate with project costs for the benefit of the state; and have an on-the-ground implementation component within Arizona. This program requires a 40% match of non-federal monies or in-kind.

Projects not eligible: those requiring compliance with a permit (grazing or National Pollution Discharge Elimination System permit), studies or research only projects, education and/or outreach only projects, water quantity projects, monitoring and assessment only, or regular operation and maintenance which is the responsibility of the landowner.

Eligible applicants are individuals and both public and private entities.

**For more information:** Arizona Department of Environmental Quality  
Water Quality Division  
1110 West Washington Street, 5415A-1, Phoenix, AZ 85007  
602-771-4635  
<http://www.azdeq.gov/enviro/water/watershed/fin.html>

## Arizona FAST Grant Program

Provides small (\$5000) grants to assist companies and individuals with training, mentoring and guidance; business advisory services; proposal writing assistance and technology transfer expertise. The primary goal is to assist in securing federal Small Business Innovation and Research (SBIR) and Small Business Technology Transfer (STTR) funding to develop and commercialize technology.

Eligible applicants are start-up high tech firms interested in securing federal funding under the SBIR and STTR programs and to develop and commercialize their technology. Competitive applications rounds are scheduled periodically; contact the Office of Innovation and Technology for details.

**For more information:** Arizona Department of Commerce  
Office of Innovation and Technology  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/innovation/default.asp>

# Grant Programs

## Federal Small Business Innovation Research (SBIR) Program

Provides grants for high risk research and development (R&D) efforts with excellent commercial potential to stimulate technological innovation; bring small businesses into the federal R&D process; encourages the participation of disadvantaged and minority persons in technological innovation; and increases private sector commercialization of federal R&D.

Every federal agency with an R&D budget of over \$100 million must establish an SBIR program, including the Departments of Agriculture; Commerce (including the National Institute of Standards and Technology); Defense; Education; Energy; Health and Human Services; Transportation; U.S. Environmental Protection Agency; National Aeronautics and Space Administration; National Science Foundation; and Nuclear Regulatory Commission. Each agency develops R&D topics and solicits proposals for research. Proposals are submitted to the individual agencies where they are reviewed and evaluated on a competitive basis.

Eligible applicants include all U.S. for profit small businesses with less than 500 employees.

**For more information:** Arizona Department of Commerce  
Office of Innovation and Technology  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/Innovation/sbiroverview.asp>

Small Business Administration  
Arizona District Office  
2828 North Central Avenue, Suite 800, Phoenix, Arizona 85004-1093  
602-745-7200  
<http://www.sba.gov/sbir/>

# Grant Programs

## Federal Small Business Technology Transfer (STTR) Program

Provides grants to public/private sector partnerships for small business and premier nonprofit research institutions in developing scientific and technological innovation. Five federal departments and agencies (Departments of Defense, Energy and Health and Human Services; National Aeronautics and Space Administration; and National Science Foundation) are required to reserve a portion of their R&D funds for awards to small business/nonprofit research institutions partnerships; each agency designates R&D topics and accepts proposals.

Eligible businesses must be U.S. owned and independently operated for-profit small businesses with less than 500 employees. The principal researchers need not necessarily be employed by the small business. Nonprofit research institutions have no size limitation, but must be located in the U.S. and be a nonprofit college or university, domestic nonprofit research organization or federally funded R&D center.

**For more information:** Arizona Department of Commerce  
Office of Innovation and Technology  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.azcommerce.com/Innovation/sbiroverview.asp>

Small Business Administration  
Arizona District Office  
2828 North Central Avenue, Suite 800, Phoenix, Arizona 85004-1093  
602-745-7200  
<http://www.sba.gov/sbir/indexsbir-sttr.html#sttr>

## Arizona Job Training Program

Supports the design and delivery of customized training to meet the specific needs of employers, create new jobs and help increase the skill and wage levels of employees in Arizona. This program provides reimbursable grants to businesses for training new employees or to supplement training programs for incumbent employees. A single employer can currently receive up to \$1,250,000 – 10% of the estimated annual Fund amount. Award amounts range from \$2,000 to \$8,000 per position depending on company size and location.

Eligible applicants are a wide variety of Arizona businesses. Applications are accepted on a first-come, first-serve basis, and grants are awarded based on the availability of funds.

**For more information:** Arizona Department of Commerce  
Workforce Development  
1700 West Washington Street, Suite 600, Phoenix, AZ 85007  
602-771-1100  
<http://www.commerce.state.az.us/jobtraining/default01.asp>

# Grant Programs

## Arizona Workforce Connections (AWC) One Stop Career Centers

Provides access to funding for workforce training for youth, adults and businesses. These Centers provide solution based services and skilled business services professionals to identify the right resources to build, upgrade or retain the workforce needed to compete in the global economy. Services for businesses include funding for customized training; wage matches for on the job training contracts; apprenticeship opportunities; and employee recruitment. The One-Stop Career Centers also provide services to Arizona residents to increase their skills, including job search assistance and career counseling; resume reviews; professional communications workshops; and comprehensive skills assessments.

Eligible applicants include large and small businesses in Arizona, tribal governments and individuals. One-Stop Career Centers are located in every county; see <http://www.arizonaworkforceconnection.com/loc.asp> for a listing.

**For more information:** Arizona Department of Environmental Quality  
1110 West Washington Street, 5415A-1, Phoenix, AZ 85007  
602-771-1100  
<http://www.arizonaworkforceconnection.com/default.asp>

## Federal Value-Added Agricultural Product Market Development Grant (VADG)

Facilitates greater participation in markets for value-added agricultural commodities and facilitate the opening of new markets for value-added products. These grants may be used to develop business and marketing plans; conduct feasibility analyses and other types of studies to help establish a viable value-added business venture; establish working capital accounts to fund operations prior to obtaining sufficient cash flow from operations; pay salaries, utilities and other operating costs; to finance inventories; to purchase office equipment, computers, and supplies; and finance activities to establish alliances or business ventures allowing producers to better compete in domestic or international markets for value-added products. Projects or ventures must be determined to be economically viable and sustainable.

Eligible applicants are independent producers, farmer and rancher cooperatives, agricultural producer groups and majority controlled producer-based business ventures. Funding and application deadlines vary annually.

**For more information:** US Department of Agriculture  
Rural Development State Office  
230 North 1st Avenue, Suite 206, Phoenix, AZ 85003  
602-280-8764  
<http://www.rurdev.usda.gov/rbs/coops/vadg.htm>

# Alphabetical Index

## A

Airport Capital Improvement Program	32
Airport Capital Improvement Program Loans and Grants	32
AmeriCorps State – Community Grants	8
Arizona “Superweighted Sales Factor”	64
Arizona Accelerated Depreciation	64
Arizona Enterprise Zone Program	61
Arizona FAST Grant Program	74
Arizona Healthy Forest Incentives Program	69
Arizona Income Subtraction for Construction of Energy Efficient Residence	67
Arizona Job Training Program	76
Arizona Military Installation Fund	39
Arizona Military Reuse Zone Program	70
Arizona Motion Picture Production Tax Incentives Program	71
Arizona Recycling Grant Program	29, 73
Arizona Research and Development Income Tax Credit	68
Arizona Small Business Capital Investment Tax Incentive (Angel Investment Tax Credit)	68
Arizona Solar Energy Incentives Program	67
Arizona Tax Credit for Pollution Control Equipment	71
Arizona Water Quality Improvement Grant Program	38, 74
Arizona Workforce Connections (AWC) One Stop Career Centers	40, 77
Arts Link to Tourism and the Economy Grant Program	3
Arts Project Grants	3

## B

Brownfields Assistance Program	28
Bureau of Indian Affairs Loan Guaranty Program	55
Business and Industry Loans	10

## C

Clean Cities Grant	17
Commerce and Economic Development Commission	10, 47
Community Development Block Grants	11
Community Development Financial Institutions Program (CDFI)	11, 47
Community Energy Grants for Planning and Audits	17

Community Facilities Loans, Loan Guarantees and Grants	29
Community Services Block Grant	12

## D,E

Defense Industry Adjustment - Reduction/Realignment Assistance	40
Economic Adjustment Program	12
Economic Strength Project Transportation Grants	33
Empowerment Zones and Enterprise Communities Program	13

## F

Farm Labor Housing Loans and Grants	20
Federal 7(a) Small Business Loans	48
Federal Business and Industry Guaranteed Loans	49
Federal CAPLines Revolving Line of Credit	50
Federal Certified Development Company	50
Federal Clean Renewable Energy Bonds	59
Federal Defense Loan and Technical Assistance Program	56
Federal Empowerment Zones and Enterprise Communities Program	13, 62
Federal Export Working Capital Program	54
Federal Guaranteed Rural Rental Housing Loan Program	21, 53
Federal Historic Preservation Tax Incentive	72
Federal HUBZone Program	62
Federal International Trade Loans	54
Federal Low Documentation Loan Program	51
Federal MicroLoan Program for Entrepreneurs	52
Federal Pollution Control Loan Program	56
Federal Rural Economic Development Loans	18, 57
Federal Rural Rental and Cooperative Housing Loans	26, 53
Federal Small Business Innovation Research Program	75
Federal Small Business Technology Transfer Program	76
Federal Tax Credit for Fuel Cells	66
Federal Tax Credit for Installing Alternative Fuel Refueling Property	66
Federal Tax Credit for Small Producer of Biodiesel and Ethanol	66

# Alphabetical Index

# of Programs

Federal Value-Added Agricultural Product Market Development Grant . . . . .	77
Foreign Trade Zone . . . . .	63

## G/H

Government Property Lease Excise Tax Program . . . . .	65
Greater Arizona Development Authority . . . . .	30
Growing Smarter Planning Grants . . . . .	7
Highway Expansion and Extension Loan Program . . . . .	34
Historic Preservation Fund Grants-in-Aid . . . . .	5
Historic Preservation Heritage Grant Program . . . . .	6
Homeownership Direct Loan Program . . . . .	21
Homes for Arizonans Program . . . . .	22
Housing Preservation Grants . . . . .	22

## I/J

Information Center Enhancement Grant for Tourism Education and Development . . . . .	4
Intermediary Relending Program . . . . .	13
Job Access and Reverse Commute Transportation Grants . . . . .	35

## L/M/N

Local Technical Assistance Program . . . . .	14
Low Income Housing Tax Credit . . . . .	23
Main Street Program Grants and Technical Assistance . . . . .	14
Mortgage Credit Certificate Program . . . . .	23
Mortgage Revenue Bond Program . . . . .	24
Multi-family Private Activity Bonds . . . . .	24
New Freedom Program Transportation Grants . . . . .	36
New Markets Tax Credit Program . . . . .	65
North American Development Bank . . . . .	31, 58
North American Development Bank . . . . .	31, 58

## P

Partnership Planning Program Grants . . . . .	7
Private Activity Bonds . . . . .	60
Public Works and Economic Development Program . . . . .	15

## R

Research and National Technical Assistance Program . . . . .	9
Rural Business Enterprise Grants . . . . .	32

Rural Business Entrepreneurship Development Initiative (1890 Land Grant Colleges and Universities Initiative) . . . . .	15
Rural Capacity Development Initiative Grants . . . . .	8
Rural Economic Development Loans (Utilities) . . . . .	18, 57
Rural Housing and Economic Development Program Grants . . . . .	25
Rural Housing Site Loans . . . . .	25
Rural Self-Help Housing Technical Assistance Grants . . . . .	26
Rural Tourism Development Grant Program . . . . .	4

## S

Schools and Libraries Program (E-Rate) . . . . .	41
Solar Powers America Grants for Renewable Energy . . . . .	18
Special Needs for Elderly Individuals and Individuals with Disabilities Transportation Grants . . . . .	37
Special Project Grants for Renewable and Energy Efficiency Technologies . . . . .	19
State Community Development Block Grant (Small Cities) Program . . . . .	16
State Housing Fund . . . . .	27
State Telecom Contract Purchasing . . . . .	4

## T

Teamwork for Effective Arizona Marketing Grant Program . . . . .	5
Trade Adjustment Assistance Program . . . . .	16
Trails Heritage Grant Fund Program . . . . .	6
Transportation Formula Grants for Other than Urbanized Areas . . . . .	33
Tribal Energy Program Grants for Renewable Energy and Energy Efficiency . . . . .	19
Tribal Energy Resource Development Program Grants and Loans . . . . .	19

## V/W

Very Low-Income Housing Repair Loans and Grants . . . . .	27
Water and Waste Disposal Loans and Grants . . . . .	39
Water Infrastructure Finance Authority . . . . .	38, 59
Water Quality Improvement Grant Program . . . . .	38

## Arts/Culture, Historic Preservation and Tourism

Airport Capital Improvement Program	.32
Arts Link to Tourism and the Economy Grant Program	.3
Arts Project Grants	.3
Federal Historic Preservation Tax Incentive	.72
Historic Preservation Fund Grants-in-Aid	.5
Historic Preservation Heritage Grant Program	.6
Information Center Enhancement Grant for Tourism Education and Development	.4
Rural Tourism Development Grant Program	.4
Teamwork for Effective Arizona Marketing Grant Program	.5
Trails Heritage Grant Fund Program	.6

## Business Development (General)

Arizona Commerce and Economic Development Commission	.10, 47
Arizona Enterprise Zone Program	.61
Arizona Accelerated Depreciation	.64
Arizona "Superweighted Sales Factor"	.64
Community Development Financial Institutions	.11, 47
Federal Empowerment Zones and Enterprise Communities Program	.13, 62
Federal HUBZone Program	.62
Foreign Trade Zone	.63
Government Property Lease Excise Tax Program	.65
Federal 7(a) Small Business Loans	.48
Federal Business and Industry Guaranteed Loans	.49
Federal CAPLines Revolving Line of Credit	.50
Federal Certified Development Company	.50
Federal Low Documentation Loan Program	.51
Federal MicroLoan Program for Entrepreneurs	.52
Federal Rural Economic Development Loans	.18
New Markets Tax Credit Program	.65

## Community and Economic Development (General)

AmeriCorps State – Community Grants	.8
Business and Industry Loans	.10
Commerce and Economic Development Commission	.10, 47
Community Development Block Grants	.11
Community Development Financial Institutions Program (CDFI)	.11, 47
Community Services Block Grant	.12
Economic Adjustment Program	.12
Empowerment Zones and Enterprise Communities Program	.13
Growing Smarter Planning Grants	.7
Intermediary Relending Program	.13
Local Technical Assistance Program	.14
Main Street Program Grants and Technical Assistance	.14
North American Development Bank	.31, 58
Partnership Planning Program Grants	.7

Public Works and Economic Development Program	.15
Rural Business Entrepreneurship Development Initiative (1890 Land Grant Colleges and Universities Initiative)	.15
Rural Capacity Development Initiative Grants	.8
Research and National Technical Assistance Program	.9
State Community Development Block Grant (Small Cities) Program	.16
Trade Adjustment Assistance Program	.16

## Energy

Arizona Income Subtraction for Construction of Energy Efficient Residence	.67
Arizona Solar Energy Incentives Program	.68
Federal Clean Renewable Energy Bonds	.59
Federal Tax Credit for Fuel Cells	.66
Federal Tax Credit for Small Producer of Biodiesel and Ethanol	.66
Federal Tax Credit for Installing Alternative Fuel Refueling Property	.66
Clean Cities Grant	.17
Community Energy Grants for Planning and Audits	.17
Rural Economic Development Loans	.18
Solar Powers America Grants for Renewable Energy	.18
Special Project Grants for Renewable and Energy Efficiency Technologies	.19
Tribal Energy Program Grants for Renewable Energy and Energy Efficiency	.19
Tribal Energy Resource Development Program Grants and Loans	.19

## Environmental/Pollution

Arizona Recycling Grant Program	.29, 73
Arizona Tax Credit for Pollution Control Equipment	.71
Arizona Water Quality Improvement Grant Program	.38, 74
Brownfields Assistance Program	.28
Federal Pollution Control Loan Program	.56
North American Development Bank	.31, 58

## Housing

AmeriCorps State – Community Grants	.8
Federal Guaranteed Rural Rental Housing Loan Program	.21, 53
Federal Rural Rental and Cooperative Housing Loans	.26, 53
Community Development Financial Institutions	.11, 47
Farm Labor Housing Loans and Grants	.20
Federal Guaranteed Rural Rental Housing Loan Program	.21
Federal Rural Rental and Cooperative Housing Loans	.26, 53
Homeownership Direct Loan Program	.21

- Homes for Arizonans Program . . . . .22
- Housing Preservation Grants . . . . .22
- Low Income Housing Tax Credit . . . . .23
- Mortgage Credit Certificate Program . . . . .23
- Mortgage Revenue Bond Program . . . . .24
- Multi-family Private Activity Bonds . . . . .24
- Rural Capacity Development Initiative Grants . . . . .8
- Rural Housing and Economic Development Program Grants . . . . .25
- Rural Housing Site Loans . . . . .25
- Rural Self-Help Housing Technical Assistance Grants . . . . .26
- State Housing Fund . . . . .27
- Very Low-Income Housing Repair Loans and Grants . . . . .27

### Infrastructure

- Airport Capital Improvement Program Loans and Grants . . . . .32
- Federal Rural Economic Development Loans . . . . .18
- Community Development Block Grants . . . . .11
- Community Facilities Loans, Loan Guarantees and Grants . . . . .29
- Economic Strength Project Transportation Grants . . . . .33
- Greater Arizona Development Authority . . . . .30
- Highway Expansion and Extension Loan Program . . . . .34
- Job Access and Reverse Commute Transportation Grants . . . . .35
- North American Development Bank . . . . .31, 58
- New Freedom Program Transportation Grants . . . . .36
- Rural Business Enterprise Grants . . . . .32
- Rural Economic Development Loans (Utilities) . . . . .18, 57
- Schools and Libraries Program (E-Rate) . . . . .41
- State Telecom Contract Purchasing . . . . .41
- Special Needs for Elderly Individuals and Individuals with Disabilities Transportation Grants . . . . .37
- Transportation Formula Grants for Other than Urbanized Areas . . . . .33
- Water and Waste Disposal Loans and Grants . . . . .39
- Water Infrastructure Finance Authority . . . . .38, 59
- Water Quality Improvement Grant Program . . . . .38

### Industry Specific

- Arizona Healthy Forest Incentives Program . . . . .69
- Arizona Motion Picture Production Tax Incentives Program . . . . .71
- Federal Value-Added Agricultural Product Market Development Grant . . . . .77

### Innovation and Technology

- Arizona FAST Grant Program . . . . .74
- Arizona Research and Development Income Tax Credit . .68
- Arizona Small Business Capital Investment Tax Incentive (Angel Investment Tax Credit) . . . . .68

- Federal Small Business Innovation Research Program . . . .75
- Federal Small Business Technology Transfer Program . . . .76
- Research and National Technical Assistance Program . . . .9

### International Trade

- Federal Export Working Capital Program . . . . .54
- Federal International Trade Loans . . . . .54
- North American Development Bank . . . . .31, 58

### Manufacturing

- Arizona Enterprise Zone Program . . . . .61
- Private Activity Bonds . . . . .60
- Trade Adjustment Assistance Program . . . . .16

### Military/Defense

- Arizona Military Reuse Zone Program . . . . .70
- Arizona Military Installation Fund . . . . .39
- Defense Industry Adjustment - Reduction/Realignment Assistance . . . . .40
- Federal Defense Loan and Technical Assistance Program .56

### Native American/Tribal

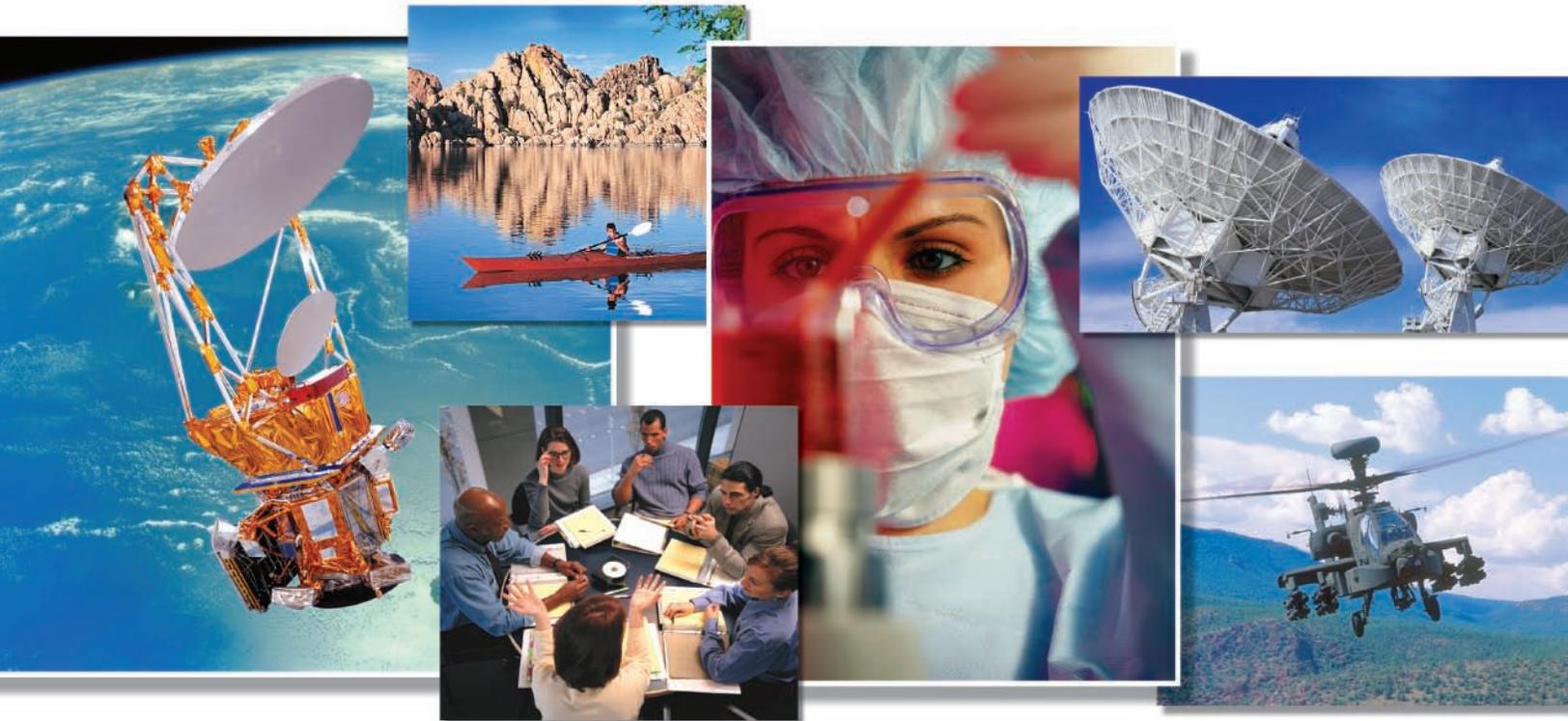
- AmeriCorps State – Community Grants . . . . .8
- Arizona Recycling Grant Program . . . . .29
- Bureau of Indian Affairs Loan Guaranty Program . . . . .55
- Community Facilities Loans, Loan guarantees and Grants .29
- Economic Adjustment Program . . . . .12
- Empowerment Zones and Enterprise Communities Program . . . . .13
- Federal Business and Industry Guaranteed Loans . . . . .49
- Federal Guaranteed Rural Rental Housing Loan Program . . . . .21, 53
- Federal Rural Rental and Cooperative Housing Loans . . . . .26, 53
- Federal Clean Renewable Energy Bonds . . . . .59
- Greater Arizona Development Authority . . . . .30
- Intermediary Relending Program . . . . .13
- Local Technical Assistance Program . . . . .14
- Public Works and Economic Development Program . . . . .15
- Rural Business Enterprise Grants . . . . .32
- Trade Adjustment Assistance Program . . . . .16
- Tribal Energy Program Grants for Renewable Energy and Energy Efficiency . . . . .19
- Tribal Energy Resource Development Program Grants and Loans . . . . .19

### Workforce Development

- Arizona Job Training Program . . . . .76
- Arizona Workforce Connections (AWC) One Stop Career Centers . . . . .40, 77
- Community Services Block Grants . . . . .12
- Federal Rural Economic Development Loans . . . . .18, 57

# ADVANTAGE ARIZONA

*The Right Place, The Right People, The Right Time*



Leverage the Arizona Advantage by contacting the Arizona Department of Commerce for business development assistance, workforce access, comprehensive economic information and research, international market intelligence, export counseling and much, much more. We'll help you find the right place, train the people, and explore new markets at home and abroad. Call 602-771-1100 for your customized information packet.



**ARIZONA DEPARTMENT OF COMMERCE**

*Our Job is JOBS!*

1700 West Washington Street, Executive Tower, Suite 600, Phoenix, AZ 85007

602-771-1100    [www.AZcommerce.com](http://www.AZcommerce.com)



## THE EXPERIENCE YOU EXPECT. THE RESULTS YOU DESERVE.

Since 1931, RBC Capital Markets has been a leader in serving the capital needs of Arizona. Our banking offices in Phoenix and Tucson provide our local clients with public finance professionals with over 100 years of combined experience and first-hand knowledge of the area with a vested interest in the community at large.

Put our experience to work for you.

### **RELY ON OUR PROFESSIONALS FOR THE RESULTS YOU DESERVE.**

Phoenix office: (602) 381-5368 Tucson office: (520) 571-0626

Shawn Dralle | Kurt Freund | John Snider | Jeff Wagner | Bill Wildman | Terry Maas | John Moore  
Tim Nelson | Nick Dodd | Rene Moreno | Phong Pham | Megan Wienand | Michael Vásquez

[www.rbccm.com](http://www.rbccm.com)

© Registered trademark of Royal Bank of Canada. RBC Capital Markets is a registered trademark of Royal Bank of Canada. Used under license.



PRODUCTS AND SERVICES OFFERED BY RBC DAIN RAUSCHER INC. MEMBER NYSE/SIPC.



## ARIZONA DEPARTMENT OF COMMERCE

*Our Job is JOBS!*

1700 West Washington Street  
Executive Tower  
Suite 600  
Phoenix, Arizona 85007  
602-771-1100  
[www.AZcommerce.com](http://www.AZcommerce.com)