

Mohave

DIRECTOR'S MESSAGE

County

NEWSLETTER



By Tami Ursenbach

Dear Business Owners, Partners, and Community Members,

In these uncertain times—when headlines may shake confidence and the path forward may feel foggy—I want to remind you of something deeply American: our unwavering spirit of perseverance and innovation. Throughout history, our nation has risen above challenge after challenge, powered by the grit and resolve of its people—especially our entrepreneurs and business leaders.

Today is no different.

Whether you're running a storefront in a rural corner of our county or managing a growing logistics hub, **you are part of what keeps America strong and free.** Your effort, your risk-taking, and your willingness to push forward every single day fuels both our local economy and the American dream.

In Mohave County, we recognize that strength isn't just about standing tall in good times—it's about knowing when to reach out, adapt, and partner together when the road gets bumpy. Our Economic Development Office is here for exactly that reason. Whether you need help navigating state and federal resources, exploring workforce programs, or identifying new markets, **we're just a call or email away.**

Let this be a reminder: **You are not alone.**

If you stay focused, lean on the support systems around you, and tap into the resources we offer, I believe your business can emerge **not only intact—but stronger than ever.** Our team is actively working with state partners, industry leaders, and investors to ensure Mohave County businesses have access to opportunities, capital, and connections.

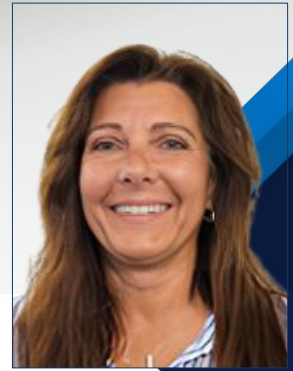
As we look toward Independence Day and reflect on 249 years of freedom, I encourage all of us to embrace the patriotic values that built this country: courage, cooperation, and an unshakable belief in a better future.

We are proud to stand beside you. Let's continue to build, grow, and lift each other—just as Americans have always done.

With determination and gratitude,

Tami

*From the Desk
of Michelle*



Wearing All the Hats: The Product Developer Role You Didn't Know You Already Had

Hello, Mohave County small business owner! It's no secret that small business owners are the ultimate multitaskers. One moment, you're the head of HR; the next, you're plunging a sink, launching a Facebook ad, or explaining to your accountant why there's glitter on the inventory sheets. But perhaps the most crucial hat of all is the one you may not even realize you're wearing: **Product Developer**.

That's right. Whether you run a bakery, a body shop, or a boutique, creating or adapting products and services is central to staying competitive, growing revenue, and keeping your customers coming back for more.

In today's market, customers are seeking fresh, relevant, and meaningful options. They're paying more attention to sustainability, convenience, and authenticity. With deep ties to the community and firsthand knowledge of local needs, small business owners like you are perfectly positioned to respond with offerings that truly resonate.

Product development doesn't have to be flashy or high-tech. It might mean adding a seasonal menu item, bundling services for greater value, or offering a new class or experience tailored to tourists and locals alike. Some of the most successful businesses in Mohave County are finding creative ways to package their knowledge, reach new audiences, and keep regulars engaged.

You don't have to go it alone. There are resources available to help, including grant programs, local market research support, and upskilling platforms like Interplay Learning. These tools can equip you and your team to deliver new services with confidence and efficiency. Even simple strategies, like pilot-testing an idea or gathering feedback from loyal customers, can pave the way for successful innovation. Consider "launching" your product at one of the many vendor opportunities in your city—First Fridays, Farmer's Markets, or special event fairs.

At the end of the day, change is not optional—it's essential. And while you can't clone yourself (yet), you *can* keep evolving. Whether you're scribbling your next great idea on a napkin or already rolling it out, remember this: you're not just running a business—you're building something new. And your next product or service might just be what sets your business apart in the months ahead.

Newsletter

Each month, we provide helpful resources, ideas, trainings, and informative articles to support businesses in Mohave County.

We hope that businesses in the county will find this information useful or share it with companies that may benefit from it.

If your company needs specific assistance in any area, please feel free to contact:

Michelle Loeber

Phone: 928-757-0917

Email: loebem@mohave.gov

SCORE 

Northern Arizona

Webinars

Benefits Made Simple: Affordable Strategies for Hiring and Retention

July 9, 2025, 12:00pm MDT, Free

This workshop will help small business owners and HR professionals create cost-effective, flexible employee benefits plans that boost satisfaction and retention, with practical strategies and tools for every growth stage.

Top 10 Legal Mistakes that Can Destroy a Business

July 10, 2025, 3:00pm MST, Free

This webinar will provide essential legal strategies to help businesses proactively protect assets, manage risks, and support sustainable growth.

Social Media Success Made Simple - Build Your Brand, Grow Your Business

July 24, 2025, 1:00pm EDT, Free

This webinar will teach you how to create and implement a simple, effective social media strategy to grow your audience, boost engagement, and drive real business results.

Celebrating 250 Years for the


USA!



Let's start planning now for **July 4, 2026**—the **250th anniversary** of our nation's independence! It's a once-in-a-generation opportunity to celebrate the moment America became **free, independent, and strong**. Let's make it unforgettable!



Don't Miss Arizona's Top HR Event:


 **About the Event:** Hosted annually by the **SHRM Arizona State Council**, the SHRM State Conference is Arizona's premier gathering for HR professionals. This statewide event delivers exceptional programming, impactful networking, and valuable learning opportunities designed to elevate your HR expertise. Whether you're a seasoned HR leader or just beginning your career, this is your opportunity to connect, grow, and lead.

 **Dates & Time:** Tuesday, 8/26 – Friday, 8/29 / Start Time: 8:00 AM Daily

Location:

Renaissance Phoenix Glendale Hotel & Spa
9495 W Coyotes Blvd, Glendale, AZ 85305

 **Contact:** SHRM Arizona State Council

 480-360-6848

 [**Register here**](#)



MOHAVE COUNTY
ECONOMIC DEVELOPMENT & TOURISM

FEDERAL RESERVE LAUNCHES EXPANSIVE FREE EDUCATION PLATFORM FOR STUDENTS NATIONWIDE

By Tami Ursenbach



WASHINGTON, D.C. — In an ambitious effort to boost economic literacy across the country, the Federal Reserve has unveiled a comprehensive education platform offering over 570 free classes for students from kindergarten through college. The initiative is designed to empower the next generation with tools to understand the economy, make informed financial decisions, and prepare for the workforce of tomorrow.

Covering a wide array of topics, the platform features short, engaging lessons that range from 16 to 30 minutes, with some modules extending beyond an hour for deeper dives. Lessons include subjects like supply and demand, entrepreneurship, education vs. unemployment, international trade, and current economic issues such as inflation trends and the true cost of rising prices.

One popular lesson, “Once Upon a Dime,” uses storytelling to help younger students grasp how money, work, and value are connected. For older students, more advanced topics like “Why Inflation Is Falling But Prices Aren’t” tackle complex economic realities with clarity and real-world context.

“This isn’t just for economics majors,” said a spokesperson for the Federal Reserve. “It’s for anyone who wants to understand how the world works — starting as early as elementary school. We believe that economic education is the foundation for opportunity.”

In particular, the course titled “Education vs. Unemployment” highlights how investing in education can lower the risk of joblessness and open doors to better career prospects. It also explores how entrepreneurship can create employment where traditional jobs are scarce.

Businesses can use the short classes to educate themselves as well as their employees for better business practices. Educators can incorporate the lessons into classroom curriculum, homeschool programs, or independent study. The platform is also accessible to the general public, giving parents and lifelong learners a chance to brush up on financial literacy and economic principles.

As businesses and schools continue to seek high-quality, no-cost resources to enrich their teaching, the Federal Reserve’s platform stands out as a goldmine of timely, relevant content — all without a price tag.

To explore the platform or learn more, visit <https://www.federalreserveeducation.org>.



Phase 3 of the Northern Arizona Good Jobs Network Grant Launches with Focus on Workforce Training and Employer Partnerships

By Tami Ursenbach

Northern Arizona's regional workforce development efforts are gaining momentum as the Northern Arizona Good Jobs Network (NAGJN) grant officially moves into Phase 3. This next phase brings with it exciting opportunities for local residents, businesses, and communities looking to strengthen their economic outlook through hands-on training and education—all at no cost to participants.

A major highlight of Phase 3 is the upcoming purchase of **Interplay Learning**, a leading online training platform specializing in skilled trades. This cutting-edge software provides immersive, interactive training modules designed to prepare individuals for in-demand careers, starting with **manufacturing** and soon expanding to **construction and related trades**. The platform is already in use by regional colleges, allowing students and job seekers to earn industry-recognized certificates that can transfer across institutions and employers.

In addition to technical skills, the program will offer instruction in **non-technical or “soft skills”** such as communication, teamwork, leadership, and workplace professionalism—qualities that are essential in today's workforce but often overlooked in traditional training environments.

A unique feature of this grant is its **employer-focused incentive program**. Companies that partner with the NAGJN initiative and support trainee hiring, internships, or other forms of engagement will be eligible for incentives, creating a win-win for both businesses and job seekers. These partnerships are essential for ensuring that training leads to employment and real economic impact in our communities.

It's important to note that **this State funded program with using ARPA funds ends in June 2026**, with no current guarantee of additional funding. That means the time to get involved is now—whether you're a job seeker looking to gain valuable skills, or a business interested in growing your talent pipeline.

The Northern Arizona Good Jobs Network is powered by Local First Arizona, in collaboration with community colleges, workforce development offices, and local employers across five northern counties. Together, we are working to build a stronger, more resilient economy—one job at a time.

For more information or to get involved, please contact our office at economic@mohave.gov or 928-757-0917.



SBIR/STTR Workshop - National Institutes of Health

Virtual



Every Tuesday: 7/8/25 - 8/19/25
9:00 AM - 10:00 AM

NEW START DATE

The start date has been postponed until after the Independence Day holiday. All sessions will be recorded and accessible to attendees, to accommodate your summer schedules.

SBIR/STTR proposals can be overwhelming. The calls for proposals are often over a hundred pages. To make the process more manageable, the new ACA SBIR Workshops are specifically designed to guide you step by step, through the proposal development process.

The virtual 7-week course walks participants step-by-step through the SBIR/STTR proposal development process.

Instructors: [Dr. Katherine Korunes](#) & [Dr. Ranjay Jayadev](#)

Cost: \$100

[REGISTER](#)



Celebrating the 4th of July – 2025 Style!

By Tami Ursenbach



Google AI captured it well: “This year, Fourth of July celebrations focused on building strong communities are likely to feature a mix of traditional and innovative events designed to bring people together.” And here in Mohave County, we’re all in!

This Independence Day is more than fireworks and flag-waving—it’s about celebrating the heart of what makes our country and our community so great: the people! From our dedicated elected officials to the incredible residents who make this county shine, the 4th of July is a chance to reflect, reconnect, and rejoice in all that unites us.

Let’s take a moment to show appreciation for the leaders who serve us year-round. A simple thank-you can go a long way in energizing those who work tirelessly on behalf of our communities.



Here’s what to watch for—and join in on—this year:

Community-Driven Events – Locally organized fun that brings people together with shared values and hometown pride.

Diverse Activities – From parades and live music to cultural showcases and games, there’s something for everyone.

Inclusion & Reflection – Celebrations that honor the many voices and stories that shape the American experience.

Community Service – Volunteer events and service projects that add meaning to the celebration.





Celebrating the 4th of July – 2025 Style! *Continued*

Want to take part or host something special? Here are a few ideas to spark your red, white, and blue creativity:



Neighborhood Parades – Decorate bikes, wagons, or even pets and hit the streets for a feel-good hometown parade! Contact your city, local Chamber of Commerce, or non-profit organizations to see if they are hosting an event, you can be part of.



Community Picnics & BBQs – Fire up the grill and invite the neighbors for food, fun, and friendly conversation.



Outdoor Movie Nights – Pop some popcorn and set up a big screen for a cozy evening under the stars.



Patriotic Fundraisers – Help raise funds for local fireworks or community projects while building unity and pride.



Arts & Crafts Stations – Keep kids (and adults!) entertained with cupcake decorating, flag-making, and more.



Museums and Theaters - Step into the stories, creativity, and heritage that define our nation at local museums and theaters!

This year let's make Independence Day more meaningful than ever by celebrating together. Let's honor our past, embrace our present, and inspire a future full of unity and opportunity.

We want to see your celebrations!

Send your photos, stories, and special moments to: economic@mohave.gov.

Let's show off the incredible spirit of Mohave County and how we celebrate the land we love!



Community Spotlight

Chloride Leather Co.



Looking for expert leather repair or
unique finds?
Stop by Chloride Leather Co., proudly
owned by Skip & Leilani Greel!

Business Specialties

Sewing

Snap

Zipper Repair

Accessories

Antiques

Collectibles

Don't miss their homemade favorite -
Sweet Leilani's Hot Salsa - a local treat
with a kick!

📞 928-300-3661

📍 4972 Tennessee Ave,
Chloride, AZ 86431



Section 6050W & 1099-K Reporting: What Mohave County Businesses Need to Know

By Michelle Loeber

With the rise of digital transactions and payment apps, the IRS has tightened its grip on income reporting—and that means new rules and responsibilities for local businesses across Mohave County.

Under **Section 6050W of the Internal Revenue Code**, certain businesses and payment platforms—known as **Payment Settlement Entities (PSEs)**—are required to report specific types of payments made to individuals and businesses using **Form 1099-K**, titled *Payment Card and Third Party Network Transactions*.

This applies to any business, side hustle, or vendor in Mohave County that accepts payments via **credit/debit cards, Venmo, PayPal, Square, Etsy, eBay**, or similar platforms. Whether you're a jewelry vendor at a Lake Havasu street fair, a food truck owner in Kingman, or running an online boutique out of Bullhead City, these rules likely apply to you.

The IRS defines two key groups under this rule:

- **Payment Settlement Entities (PSEs)** are companies that process payments through cards or third-party networks.
- **Participating Payees** are the individuals or businesses (like you) that receive those payments.

These PSEs must report the total gross payment amount received by each payee during the calendar year. That means they report the full amount before any deductions for service fees, returns, or other adjustments. A copy of **Form 1099-K** is then sent to both the **IRS** and the **payee**—and the IRS expects that income to be reflected in your tax filing.

Here's how the **thresholds** break down:

- For payments made in **2024**, the reporting threshold is **over \$5,000** in gross payments from one or more transactions.
- For **2025**, that threshold drops to **\$2,500**.
- And beginning in **2026**, PSEs must report when **just \$600** is received—regardless of how many transactions occurred.

Important note: These thresholds apply only to third-party network payments. If you accept payment cards, reporting starts from the very first dollar received—no threshold applies.

So why does this matter for your Mohave County business?

It's all about income visibility and tax compliance. Section 6050W was created to ensure that income earned through digital means is reported just like traditional income. When a payee receives Form 1099-K, it's a signal that the IRS has a record of that income—and it must be accurately reflected in your tax return.

Section 6050W & 1099-K Reporting *continued*

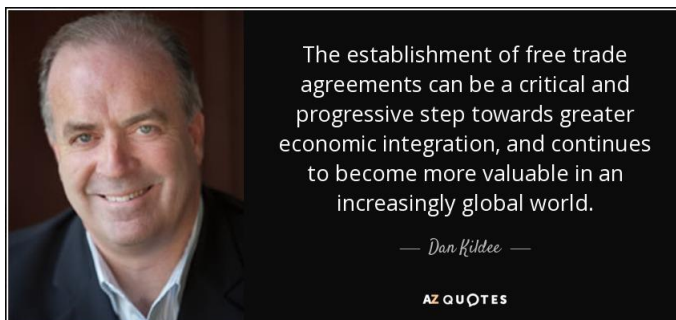
This means it's more important than ever to track your transactions, keep good records, and understand how these forms affect your taxes. Even if you're not running a full-time operation, if you're earning through payment apps, marketplace sales, or card readers at pop-up events—you need to know your numbers.

For businesses in Mohave County, this shift is a call to stay proactive. Now is the time to make sure you understand your reporting obligations and are collecting the necessary documentation. If you're not sure how these changes apply to you, our office is here to help.

We're working to support local businesses with information, tools, and training. If you need guidance on tax compliance, digital payments, or income reporting, we can connect you with reliable professionals and resources. Or for more information please visit the following IRS link for IRC Section 6050W "Frequently Asked Questions."

https://www.irs.gov/pub/irs-utl/irdm_section_6050w_faqs_7_23_11.pdf

Foreign trade continues to be a concern. Below are quotes from people that have been happy creating FTZ's.



Benefits of an FTZ

- Payment of duty is deferred until the materials leave the facility.
- Payment of duty is eliminated on exported materials.
- Lower duty rates on the product leaving the facility saves Grundfos approximately \$300,000 per year in duty fees.
- Materials can be moved from the Port to the FTZ without first clearing U.S. Customs.

Roaming



Cactus

Each month, we will feature a different area of the County or a point of interest. Our goal is to inspire you to visit these locations and promote them to travelers beyond our area. Together, we can boost tourism and showcase the beauty of Mohave County!

Off the Beaten Path: The Chloride Murals & Roy Purcell's "The Journey"

By Beatriz Soto

Tucked away in the foothills of the Cerbat Mountains just outside the historic mining town of Chloride, Arizona, lies a vibrant and unexpected artistic wonder - Roy Purcell's "The Journey." This colorful mural, stretching over 2,000 square feet of rock face, is one of Mohave County's most unique and lesser-known treasures.

In 1966, Purcell—a young artist and writer—was working as a miner in Chloride while searching for deeper spiritual and artistic meaning in his life. Amidst the desert solitude and mining dust, inspiration struck. With brushes, house paint, and a powerful vision, he began painting a surreal, symbolic mural directly onto the stone walls of the surrounding cliffs. The result was *The Journey*—a psychedelic explosion of color and storytelling that blends Eastern philosophy, Western motifs, and deeply personal imagery.

For years, the mural stood as an isolated expression of creativity, fading gradually with time and weather. But in 2006, Purcell returned to the site—decades later—to restore his work. The original spirit of *The Journey* was revived, and today it remains a striking example of self-expression in an unlikely place.

To see the mural, visitors can take a short, bumpy drive up a dirt road from Chloride's main street (high-clearance vehicles are helpful but not required). Along the way, they'll pass old mining remnants, desert brush, and perhaps even a wild burro or two. The journey to *The Journey* is part of the magic.

For art lovers, history buffs, or anyone seeking something truly out of the ordinary, the Chloride Murals are a reminder that beauty and creativity can flourish anywhere—even in the rugged silence of the Mojave Desert.

Tourism Meeting Notes



Date: Thursday, June 19, 2025

Location: Katherine Landing / Bullhead City, AZ

Facilitator: Michelle Loeber, Specialist / Mohave County Economic Development & Tourism

Venue & Host: A huge thank you to Karen Garber, General Manager of Katherine Landing, for graciously hosting the meeting and providing such warm hospitality—including a coffee station and refreshing cold water.



Karen Garber presenting



Beach view from the dock

Katherine Landing Presentation Highlights:

Ownership & Stewardship: Recently acquired by ExploreUS, focused on environmental and land preservation.

Recreational Amenities:

- Marina & Rentals: Boat safety orientation; rentals include slips, patio boats, and lake cruisers.
- Water Activities: Kayaking, paddle boarding, windsurfing (winter), and pedal boats.
- Private Cabana Packages: Includes private beach, cabana, chairs, couch, table, access to pedal boat, stand-up paddleboard, and kayak.

Accommodations & Dining:

- 45-room lodge in mid-century modern style.
- Campground popular with snowbirds in winter.
- Restaurant, café, store, and gift shop.

Tourism Meeting Notes *Continued*

Events & Community Engagement:

- Live music every Saturday night.
- Bass tournament: October 6–8.
- Boy Scout events hosted twice a year.
- Annual “Light up the Landing” holiday event.
- Available for weddings, retreats, and private/group events

Wildlife:

- Wild burros, lizards, desert tortoises, bighorn sheep, and fish species.



Wild burros on property

Community Updates:

Richard Lettman, Mohave County Board Supervisor

- 75th Anniversary of Davis Dam Power Generation in 2026.
- Public tours of Davis Dam to resume in September.
- Pursuing USGS designation for the Colorado River Valley (CRV).

Adam Geller, City of Kingman Tourism

- I ♥ 66 Festival: October 10–11

Tami Ursenbach, Mohave County Economic Development Director

- The Explore Mohave County website is now live, offering comprehensive tourism information.

Bo Hellams, Bullhead Area Chamber of Commerce President

- The Discover Colorado River Valley website has been updated.
- The Bullhead City Tourism Center is being remodeled with exterior murals and interactive features.

Meg McDaniel, Las Vegas Convention and Visitors Authority

- “Rockets Over the River” fireworks display in Laughlin on July 4th.
- Live concerts are coming to Laughlin this fall.

Maria Gonzalez, Blythe Chamber of Commerce

- Charity Off-Road Vehicle Fun Run: October 18

Kristina Michelson, Kingman Center for the Arts

- Beale Street Theater grand opening on July 4, performances at 1 PM & 6 PM.

Becky Fawson, Kingman Chamber of Commerce

- First Fridays drawing up to 9,000 attendees, running through November.
- “Street of Lights” event in December.

RaeJean Jordan, Lake Havasu State Park

- July 4th offerings: hiking trails, paddle board rentals, and camping.

Dan Delasantos, Co-Founder of Kids on the Colorado River Program

- Based in Lake Havasu City, the program educates 900 students each year through hands-on experiences on the Colorado River, focusing on river ecology, boating and water safety, and environmental stewardship.

Regional **MOHAVE COUNTY TOURISM**

**JULY 17, 2025
10:00 A.M.**

Join us for a special morning at Wildcatter Winery — formerly known as Cella and proudly recognized as Mohave County's oldest winery and the only one to win medals in competition, now boasting 11 international awards!

Owner Micah Spencer will share the Wildcatter story, spotlight exciting news, and provide an inside look at current programs and future plans. This is your chance to connect, learn, and celebrate local innovation in winemaking.

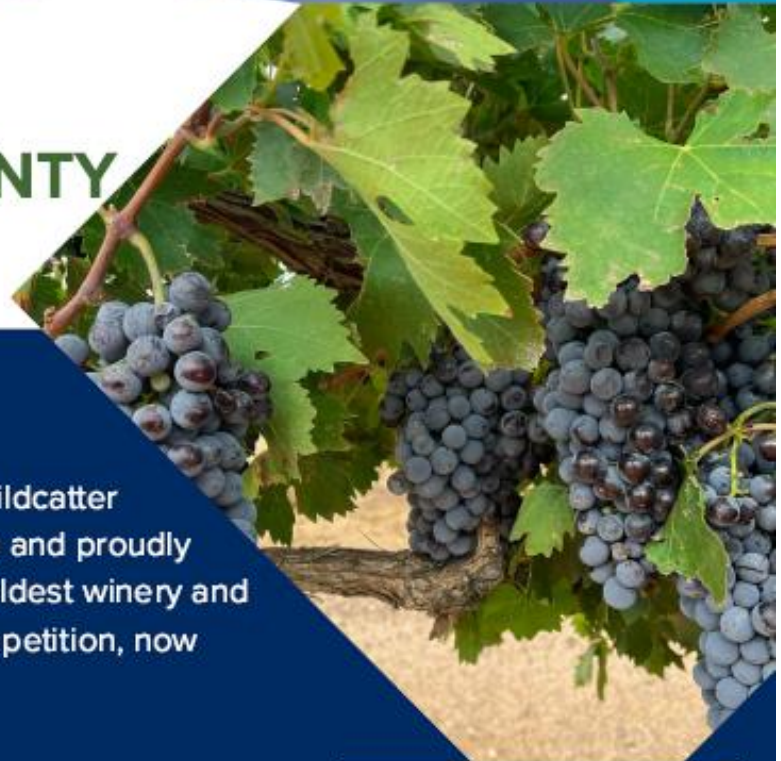
Please note, this is an informational event only. Wine tasting will not be offered, but guests are welcome to purchase bottles to enjoy at a later time.

✦ **RSVP by July 3rd, 2025**
with Beatriz Soto to reserve your spot!
✉ sotobe@mohave.gov

📍 **Location: 6927 E Brooks Blvd,
Kingman, AZ | Tasting Room**



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