

NEWSLETTER

OCTOBER

NATIONAL DISABILITY EMPLOYMENT AWARENESS MONTH

October is National Disability Employment Awareness Month, a time to celebrate the talents and contributions of people with disabilities and promote inclusion in our workplaces and communities. In recognition, The Arc is hosting the 2nd Annual Autism & Special Needs Family Fun Fair on Friday, October 23, from 9:00 AM to 2:00 PM at the Mohave County Fairgrounds in Kingman. The event will feature adaptive activities, local resources, sensory friendly spaces, raffles, food trucks, and fun for all ages.

As we welcome October and the fall season, Mohave County continues to build on the opportunities that make our communities great places to live, work, and do business. Our team remains focused on supporting local businesses, strengthening our workforce, encouraging investment, and connecting our communities with valuable resources.

In this October newsletter, we are pleased to share updates, resources

and opportunities available throughout the county. Whether you are a business owner, employer, entrepreneur, or resident interested in our local economy, we hope you find information that is useful to you and your community.





FINAL MESSAGE FROM THE DIRECTOR

Tami Urjenbach

Dear Mohave County,

Seven and a half years ago, I stepped into the role of Economic Development Director for Mohave County with a deep appreciation for the place I was being asked to serve and a tremendous amount of excitement about what could be accomplished. So excited, that several times I had people tell me to slow down and do less.

Today, as I am preparing to conclude my service in just a couple of weeks, I find myself looking back at the remarkable changes I have witnessed across Mohave County. I leave with an even greater love for this county, its communities and, most importantly, its people.

When I began this journey in January 2019, I knew Mohave County had tremendous potential. What has been exciting is watching so much of that potential begin to translate into real growth, new investment, new businesses, expanded businesses and new opportunities for our residents.

Economic development is sometimes measured by numbers, but the story of Mohave County's growth is much bigger than a spreadsheet.

Over these past seven and a half years, we have worked to recruit new businesses while also helping the businesses already here grow and succeed. We have worked on complicated development projects, assisted companies in navigating permitting and infrastructure challenges, pursued grant opportunities, connected businesses with workforce and educational resources, and worked to create an environment where investment can happen.

Throughout my time with Mohave County, I have had the privilege of working with our municipalities, community organizations, educational institutions, utilities, state agencies, private businesses, workforce partners and regional organizations. Each has played a role in helping move Mohave County forward. I even sat on the Executive Board for the Kingman Chamber of Commerce, and the Business and Government for Lake Havasu, Bullhead and supported the Uzona Chambers of Commerce.

I have also seen firsthand how much work happens behind the scenes. Our department has provided confidential assistance to businesses considering Mohave County, helped existing businesses work through challenges,

coordinated complicated projects involving multiple agencies, pursued funding opportunities and worked to connect the many pieces necessary to turn an idea into a successful project.

We have also worked to expand Mohave County's opportunities beyond our traditional economic base. Manufacturing, logistics, aviation, workforce development and other emerging opportunities have all become important parts of the conversation about our economic future.

Perhaps one of the clearest signs of growth, however, is simply the amount of activity we are seeing throughout the county.

Since 2019, I have watched business activity, development and community events grow across Mohave County. The increase in commercial development and permitting activity has been significant, particularly within the unincorporated areas of the county. While that growth has certainly created challenges and placed increased demands on staff, it is also evidence of the investment and interest taking place throughout our communities.

None of this growth happened by accident.

It took marketing. It took persistence. It took relationships. It took people picking up the phone, answering questions, attending meetings, solving problems and, sometimes, simply refusing to give up on a project when the path forward wasn't immediately obvious.

And it took a lot of people to believe in Mohave County.

That is what I will remember most.

I have had the incredible opportunity to watch communities evolve, businesses expand, new investments take shape and partnerships grow stronger. I have met entrepreneurs who took a chance on our county, business owners who have invested their lives here and community leaders who continually look for ways to make their communities better.

After seven and a half years, I can say with confidence that Mohave County has a tremendous story to tell.

But I also believe the story is far from finished.

There are opportunities ahead that I know will continue to shape the county for generations to come. The foundation that has been built—through infrastructure, workforce development, business investment, education and strong partnerships—will continue to create opportunities long after I leave my position.

As for me, it is time to begin a new chapter.

Leaving a position is one thing. Leaving a place you have grown to love is something entirely different.

Mohave County has become much more than the place where I came to work. It became a community I cared deeply about and a place whose success I genuinely wanted to see.

I am incredibly proud of what we have accomplished together, but I am even more grateful for the relationships that came with the work.

To the business owners who trusted us with their plans, to the community leaders who welcomed collaboration, to my colleagues and partners who worked alongside me, and to everyone who has invested their time, energy and resources into making Mohave County a stronger place—I simply say thank you.

Thank you for allowing me to be part of the journey.

It has been an honor to serve as Mohave County's Economic Development Director for the past seven and a half years. I will leave this position with tremendous gratitude, many wonderful memories and a great deal of optimism for what lies ahead.

Most importantly, I will leave with a deep and lasting love for Mohave County.

I am proud of the growth I have witnessed, proud of the work we have done together and excited to see what comes next.

Thank you, Mohave County, for seven and a half incredible years. It has truly been an honor to be part of your story.



MOHAVE COUNTY
ECONOMIC DEVELOPMENT



SCORE WEBINARS FOR BUSINESS

**OCT
08**

One Person Empire: How to Build a Six-Figure Business

Thursday, October 8th 1:00PM EDT

Learn how to build a lean, profitable one-person business using AI, automation and multiple income streams.

\$ Free

📶 Online Live Event

REGISTER HERE →

**OCT
08**

Business Owner Compensation: How it Works for Sole Proprietors, Partnerships & Corporations

Thursday, October 8th 1:00PM EDT

Learn how business owner compensation affects taxes, payroll and bookkeeping across different business structures.

\$ Free

📶 Online Live Event

REGISTER HERE →

**OCT
20**

How to Price Your Products & Services for Sustainable Profit

Tuesday, October 20th 1:00PM EDT

Learn how to price for your true costs, build in profit and know when it may be time to raise your prices.

\$ Free

📶 Online Live Event

REGISTER HERE →



FRIDAY, OCTOBER 9TH

DINE & DOUBLE

A Community Night Supporting Local Tourism

A cozy dinner at Water Canyon Winery, where every dollar you spend is matched to promote our community.

Join us at Water Canyon Winery for an evening of homemade soups, fresh salads, and warm bread, dedicated to growing tourism in our community. Dinner is included with your ticket, and wine will be available for purchase.

Every dollar raised will be **matched dollar for dollar** through Washington County and Mohave County tourism grant funding, doubling the impact of every contribution.



WHEN

Friday, October 9, 2026
6:00 PM



WHERE

Water Canyon Winery
1050 W. Field Ave
Hildale, UT 84784



TICKETS

\$30 per person
Dinner included
uzonachamber.org

Tickets can be purchased at

UZONACHAMBER.ORG

UZONA CHAMBER OF COMMERCE



From the Desk of Michelle,



Mohave County Economic Development Wins Golden Prospector Award for Workforce Development

By Michelle Loeber

Mohave County, AZ - Mohave County Economic Development is proud to announce that it has received the Arizona Association for Economic Development (AAED) 2026 Golden Prospector Award in the Workforce Development category for its work on the Northern Arizona Good Jobs Network (NAGJN) Phase 3 - Manufacturing & Trades Workforce Initiative. The award was accepted on Thursday, September 24, 2026.

The Golden Prospector Award recognizes initiatives, programs, and processes that achieve successful economic development outcomes by advancing business attraction, retention, or workforce development. This recognition highlights Mohave County Economic Development's commitment to strengthening the regional workforce and supporting local employers.

Developed and overseen by Mohave County Economic Development, the initiative brought together Local First Arizona, Mohave College, Arizona@Work, regional manufacturers, skilled trades employers, and community workforce partners to address persistent workforce shortages and technical skills gaps across five northern Arizona counties: Mohave, Coconino, Yavapai, Navajo, and Apache.

A key component of the program was Interplay Learning, an interactive online training platform offering flexible, self-paced instruction in manufacturing and skilled trades. This approach provided workers and employers with greater access to training while



THE MOHAVE COUNTY ECONOMIC DEVELOPMENT DIRECTOR - TAMMY URNSBACH - ACCEPTING THE 2026 GOLDEN PROSPECTOR AWARD



THE MOHAVE COUNTY ECONOMIC DEVELOPMENT DEPARTMENT WITH THEIR 2026 GOLDEN PROSPECTOR AWARD

helping overcome challenges related to rural geography, transportation, and scheduling.

The program delivered measurable results, including:

- 184 participants engaged in training opportunities.
- 654 courses completed.
- 60,855 minutes dedicated to coursework and skills development.

Beyond these results, the initiative strengthened relationships among employers, educational institutions, and workforce partners while increasing awareness of career pathways in manufacturing and the skilled trades. Following the conclusion of the grant, interested employers were connected with Mohave College to explore continued workforce training opportunities.

This award demonstrates the value of collaboration between economic development, education, workforce organizations, and the private

sector. By investing in people and developing practical training solutions, Mohave County Economic Development helped build a stronger foundation for employee development, business retention, productivity, and future business expansion.

Congratulations to all the regional partners and employers who contributed to this achievement!

This recognition reflects the impact that strategic partnerships and innovative workforce solutions can have on our local economy and the future of Mohave County.



Google

Get the Google AI Professional Certificate for Your Business

at No Cost



Learn In-Demand Skills

Master AI for market research, data analysis, content creation, app building and more.



Train Your Team

Hands-on, expert-led instruction from Google.



3 Months of No-Cost Access

Google Workspace Business Standard and Google AI Pro.*



Save Time. Unlock Growth.

Use AI with tools you already use, like Gmail and Google Docs.

REAL-WORLD USE CASES INCLUDE:

- ✓ Market research
- ✓ Data analysis
- ✓ Content creation
- ✓ App building
- ✓ And more!

Scan
to
Register



*Smarter
Tools.
Brighter
Business.*



Marketing on a Small Business Budget

By Brooke Barks

Marketing is an important part of growing a business, but it does not have to require a large advertising budget. For small businesses, effective marketing is often less about how much money is spent and more about consistently reaching the right customers with a clear message. Taking advantage of free and low cost tools, building relationships within the community, and tracking what actually brings customers through the door can help businesses make the most of limited marketing dollars.

A good place to begin is by looking at your business from the perspective of a potential customer. Search for your business online and review what appears. Is your address correct? Are your hours current? Can customers easily find your phone number, website, products, or services? Your Google Business Profile (read more about Google Business Profiles on page 10), website, and social media pages should provide consistent information. If a customer finds different hours or phone numbers in different places, they may simply move on to another business.

Social media can provide businesses with a free way to remain visible, but being successful does not mean you need to post every day or maintain an account on every platform. Choose the platforms your customers are most likely to use and create a schedule that you can realistically maintain. A local restaurant might share daily specials, new menu items, or photos of popular dishes. A contractor could share before and after photos of completed projects. A retailer could feature new inventory or seasonal products, while a professional service business could share helpful tips and answers to frequently asked questions. The goal is to provide customers with useful reasons to continue seeing and remembering your business.

Businesses should also take advantage of the content they are already creating. One photo or piece of information can often be used in several ways. A photo of a completed project, for example, could become a social media post, an addition to your Google Business Profile, part of an email to customers, and an image on your website. Reusing good content reduces the amount of time required to maintain your marketing while keeping your message consistent.

Customer reviews and referrals can be particularly valuable because they allow existing customers to help introduce your business to new ones. Encourage satisfied customers to leave honest reviews on the platforms that matter most to your business. You can make the process easier by providing a direct link or QR code to your review page on receipts, business

cards, signs, or follow up emails. Respond professionally to reviews when appropriate. Positive reviews provide an opportunity to thank customers, while thoughtful responses to concerns demonstrate that your business takes customer service seriously.

Do not overlook the customers who already know your business. Attracting a new customer can require significant time and marketing effort, while existing customers already understand what you provide. Consider maintaining an email list, with customer permission, that can be used to share new products, seasonal services, upcoming events, special announcements, or useful information. The goal should not be to constantly send advertisements. Providing information that is genuinely useful gives customers a reason to continue opening and reading your messages.

Community involvement can also serve as an effective form of local marketing. Participate in community events, business networking opportunities, workshops, trade shows, or local organizations when they align with your business. Sponsorships do not always have to involve large financial commitments either. A business may be able to donate a product, provide a service, volunteer employee time, host an activity, or provide a meeting location. Community participation allows customers to become familiar with your business and the people behind it.

Partnerships with other businesses can expand your reach at little or no cost. Look for companies that serve similar customers without directly competing with you. A real estate professional might develop a referral relationship with a local home service company. A restaurant could partner with a nearby attraction or event. A retailer could collaborate with another local shop on a promotion. Businesses can share each other's social media posts, display flyers, provide referrals, create packages, or participate in joint events. These relationships can introduce both businesses to customers they may not have reached on their own.

When you do spend money on advertising, start small and have a specific purpose. Before purchasing an advertisement, determine who you are trying to reach, what message you want them to see, and what action you want them to take. An advertisement promoting a specific service with a clear phone number or website can be easier to evaluate than a general advertisement that simply displays your company name. Consider testing a smaller campaign before committing a significant portion of your marketing budget.

It is also important to track where customers are coming from. One of the simplest ways to do this is to ask, "How did

you hear about us?" Keep a basic record of the responses. Over several months, you may discover that most new customers are coming from Google searches, referrals, Facebook, community events, signs, print advertising, or another source. Website analytics, social media insights, coupon codes, dedicated links, and promotional codes can provide additional information when available.

Once you know which marketing efforts are producing results, you can make better decisions about where to spend your time and money. If an advertising campaign costs \$500 but produces little measurable business, it may be worth reconsidering. If participating in a local event results in several new customers and referrals, that may deserve more attention in the future. Marketing should be treated as an investment that can be reviewed and adjusted rather than an expense that automatically continues year after year.

Your business itself is also an important marketing tool. Signage should be easy to read, storefronts should be inviting, phone calls should be answered professionally, and employees should understand how to communicate with customers. For service businesses, company vehicles, uniforms, estimates, invoices, and email signatures can all reinforce your business name and contact information. These small details help create a consistent and recognizable business identity.

Small businesses have something that large national companies often have difficulty recreating: a direct connection with the communities they serve. Tell customers about the people behind your company. Share business milestones, employee accomplishments, community partnerships, new equipment, expansions, completed projects, or the story of how your business began. Customers may remember the people and stories behind a local business just as much as they remember an advertisement.

For Mohave County businesses, local relationships can be especially valuable. Residents, visitors, new residents, and other businesses are all potential customers, and each group may discover your company differently. A strong online presence can help someone searching from their phone, while community involvement and referrals can help build recognition among local residents. Business to business relationships can create additional opportunities for local companies to purchase products and services from one another.

Most importantly, businesses do not need to implement every marketing strategy at once. Start with a few manageable improvements. Update your online information, choose one or two social media platforms, ask satisfied customers for reviews, reconnect with previous customers, attend a local business event, and begin tracking how new customers find you. Small efforts performed consistently can build recognition and produce stronger results over time.



MUSIC BY



SATURDAY

**OCT
10TH
2026**

**11 AM
TO
6 PM**

LOCATIONS

**Hualapai Lodge
Parking Lot**

Route 66 Park

GIVEAWAYS



VISIT PEACH SPRINGS YETI GIVEAWAY

- ✓ First 100 Guests
- ✓ First 100 Tribal Members

GCW ALL-ACCESS PASS GIVEAWAY

- ✓ Next 100 guests
- ✓ Next 100 Tribal Members

SPECIALS

- ✓ Diamond Creek Restaurant
- ✓ Grand Canyon Coffee
- ✓ Walapai Market
- ✓ Hualapai Lodge & Gift Shop

FOOD VENDORS

- ✓ Fry Bread
- ✓ Mexican
- ✓ Funnel Cake
- ✓ BBQ
- ✓ Pizza Slices
- ✓ & More
- ✓ Hawaiian
- ✓ Hot Dogs

CLASSIC CAR ACTIVATION

- ✓ 2 Free All-Access Pass Tickets to GCW
- ✓ 1 Free Visit Peach Spring Yeti Rambler (First 50 Car participants)

CULTURAL ACTIVATIONS

KIDS ZONE

- ✓ FREE Face Painting
- ✓ FREE Bounce Houses
- ✓ FREE Temporary Tattoos
- ✓ & More
- ✓ FREE Rock Climbing Wall

MERCHANDISE VENDORS

- ✓ Apparel
- ✓ Accessories
- ✓ Handmade Jewelry
- ✓ & More
- ✓ Toys

FOR MORE INFORMATION & EVENT DETAILS VISIT: WWW.VISITPEACHSPRINGS.COM

How to Improve Your Google Business Profile

By Brooke Barks

For many customers, the first interaction they have with a business happens before they ever walk through the door or make a phone call. When someone searches for a restaurant, contractor, retailer, professional service, or other local business, Google Search and Google Maps are often among the first places they look. A complete and accurate Google Business Profile can help potential customers understand what your business offers, where you are located, when you are open, and how they can contact you.

A Google Business Profile is free, and keeping it updated is one of the simplest ways a small business can strengthen its online presence. Start by checking that your business name, address, phone number, website, hours of operation, and primary business category are correct. Remember to update seasonal and holiday hours when necessary. Even a small error, such as an outdated phone number or incorrect closing time, can create frustration and potentially cost your business a customer.

It is also important to make sure your business is listed under the appropriate categories. Google uses these categories to better understand what your company does and connect it with relevant searches. Choose a primary category that most accurately represents your main business activity and add additional categories when they genuinely apply. Think about what a potential customer might search for when looking for the products or services you provide.

Photos are another simple way to improve your profile and give customers a better idea of what to expect. Consider adding clear and current photos of your storefront, interior, products, services, employees, completed projects, or other features that represent your business. If you have remodeled, expanded, introduced new products, or completed a project you are proud of, update your photos so customers are seeing an accurate representation of your business today.

Customer reviews can also influence where people choose to spend their money. Encourage customers who have had a positive experience to leave an honest review, and take the time to respond professionally to feedback. Thanking customers for positive reviews demonstrates appreciation, while a thoughtful response to a concern can show potential customers that your business takes customer service

seriously. Regularly checking reviews also gives you an opportunity to identify recurring feedback that may help improve your business.

Your profile should clearly explain what your business provides. Review your business description, products, services, website, and other available information to make sure someone unfamiliar with your company can quickly understand what you offer. If you introduce a new service, change your contact information, relocate, expand your service area, or make another significant change, remember to update your online information as well.

Consistency across your online presence is important. Your business name, address, phone number, website, and hours should match the information customers find on your website, social media pages, and other business listings. Conflicting information can make it more difficult for customers to know which information is correct.

Consider making a quick review of your Google Business Profile part of your monthly routine. Search for your own business and look at the listing from the perspective of someone who has never visited before. Are your hours current? Does the phone number work? Does the website link go to the correct place? Are your photos recent? Are your products and services accurately represented? Are there customer reviews that need a response? A few minutes of regular maintenance can help prevent outdated information from remaining online.

Improving your online presence does not always require a large advertising or marketing budget. Maintaining an accurate Google Business Profile is a free step businesses can take to make it easier for customers to discover them and learn more about what they offer. For Mohave County businesses serving local residents, new residents, visitors, and other companies, keeping accurate information online can help ensure your business is ready to be found when someone begins searching.

QUICK TIP:

Search your business name on Google today and look at the listing as though you have never seen it before. If you cannot quickly determine what the business does, where it is located, when it is open, and how to contact it, your potential customers may be having the same experience.



MOHAVE COUNTY
ECONOMIC DEVELOPMENT



SBA WEBINARS FOR BUSINESS

Online
**OCT
13&14**

SBIR Bootcamp

13th - 9:00 AM to 4:00 PM (CDT)
14th - 9:00 AM to 2:00 PM (CDT)

If you're developing an innovative technology with commercial potential and considering federal research funding, SBIR Bootcamp can help you take the next step. This two-day intensive workshop is designed for entrepreneurs and innovators interested in applying for SBIR or STTR grants offered by the federal government. Attendance on both days is required. Over the course of the bootcamp, participants are guided through the SBIR/STTR grant process step by step. You'll learn what funders are looking for, how proposals are evaluated, and how to clearly communicate the technical and commercial value of your innovation.

Online
**OCT
13**

Starting Your Business

10:30 AM to 12:00 PM (EDT)

This will be a virtual class with two parts: Part 1: Online video lessons you will watch on your own as soon as you are registered (link will be provided after you register). Part 2: A live, online, virtual Q & A session on Tuesday, October 13th at 10:30am via Zoom. You may have an idea what your concept is but you're not sure if it will make a profitable company. Navigating the ins and outs of creating a business plan, marketing your new business and figuring out how to determine which licenses and permits you really need to launch your new venture will be explored in this session.

Online
**OCT
20**

Helping Small Businesses Effectively Hire & Support Workers with Disabilities

11:30 AM to 12:30 PM (EDT)

Join the U.S. Small Business Administration and the Job Accommodation Network (JAN) during National Disability Awareness Month (October) for a presentation that will introduce attendees to JAN services, and resources and explain how JAN can be a partner in exploring accommodation solutions for your small business employees with disabilities. JAN helps employers recognize the valuable contributions that qualified workers with disabilities add to the workforce by providing accommodation solutions, trusted strategies, and practical guidance on the Americans with Disabilities Act (ADA).

Online
**OCT
22**

Business Plan Basics

12:00 PM to 1:30 PM (EDT)

In this workshop you'll learn how to define your business idea, identify your target market, analyze your competition, outline your products or services, and build basic financial projections — all the elements that lenders, investors, and programs look for when evaluating your business. Whether you're still in the idea stage or getting ready to launch, this session will give you the clarity and confidence to take your next step.

Online
**OCT
29**

Launch and Grow: Online

9:00 AM to 10:30 AM (AKDT)
10:00 AM to 11:30 AM (PDT)
11:00 AM to 12:30 PM (MDT)

Launch & Grow Your Business is a course designed to train participants on starting and running their business. The Launch & Grow program guides entrepreneurs in developing and implementing effective business plans to support strategic growth or secure financing. This comprehensive 7-week program requires a commitment of approximately 10-12 hours per week, combining live virtual sessions with self-paced pre- and post-session work. Participants gain skills in business management, marketing, and finance, resulting in the creation of a draft business plan.



MOHAVE COUNTY
ECONOMIC DEVELOPMENT

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Billet Health™



FALL

Business Expo

HOSTED BY



Bullhead City
Mohave Valley
ASSOCIATION OF REALTORS®

&



MOHAVE VALLEY
DAILY NEWS

THURSDAY
OCTOBER 15
★ 4:00 PM – 7:00 PM ★

VENUE 837
837 HANCOCK RD.
BULLHEAD CITY, AZ

★ WE ARE LOOKING FOR ★
VENDORS!

VENDOR BOOTH SPACE – ONLY \$50

INCLUDES:

Table and Two chairs

- ★ Opportunity to showcase your business to local residents and professionals
- ★ Networking opportunities and community exposure

SPONSOR VENDORS AVAILABLE



**JUNIOR
SPONSOR**

\$500

- ★ Premium logo placement on event marketing
- ★ Social media recognition
- ★ Recognition during the event
- ★ Vendor booth included
- ★ Enhanced exposure to attendees



**FEATURED
SPONSOR**

\$250

- ★ Logo featured on event marketing
- ★ Recognition during the event
- ★ Vendor booth included

*Let's Connect, Collaborate
★ & Grow Together! ★*



RESERVE YOUR BOOTH OR SPONSORSHIP TODAY!

★ 928-758-4808 ★



Mohave County Business Spotlight



Pipkin's Pew Pew's, Dunes Repair Shop, & Wild West Works

Entrepreneurship is helping shape the business community in Colorado City, Arizona, and Roxanne Pipkin is one local business owner bringing that spirit to life. As an entrepreneur, mother, and community-minded business owner, Pipkin has built three businesses in Colorado City: Pipkin's Pew Pews, Dunes Repair Shop, and, as a part owner, Wild West Works, a laser engraving business.

Pipkin's entrepreneurial journey began with a desire to create opportunities for herself while providing valuable services to her community. She and her husband founded Dunes Repair Shop and Pipkin's Pew Pews together, opening their doors in November 2024.

Reflecting on her journey, Pipkin said, "My entrepreneurial journey began when I decided to take a chance working for myself to

create an opportunity for our community."

That decision has allowed Pipkin to grow multiple businesses while remaining closely connected to the community she calls home. Through her businesses, she has focused on meeting local needs while building companies positioned for long-term success.

Pipkin said she launched her first business "with a clear goal: to create something meaningful on my own terms." For her, entrepreneurship has provided more than an opportunity to build successful businesses. It has also created flexibility that has allowed her to prioritize her family.

That flexibility became particularly meaningful in 2025, when Pipkin was able to be there for her daughter throughout her senior year as she competed in five different sports.

"The value of that independence became especially clear in 2025, when I was able to take the time needed to support my daughter throughout her senior year," Pipkin said.

For Pipkin, business ownership represents both professional independence and the ability to be present for the people and moments that matter most. As she continues to operate and grow her businesses in Colorado City, her experience demonstrates how local entrepreneurship can create opportunities while contributing to the community's business landscape.

Pipkin's story is one example of the entrepreneurs who are investing in Mohave County, creating businesses around local needs and building their futures in the communities they call home.

Come Visit Us!

Pipkin's Pew Pews - Mon-Sat: 9AM-5PM
Sun: 12PM-3PM

Dunes Repair Shop - Tues-Fri: 8AM-5PM
Sat-Mon: CLOSED

Wild West Works - Mon-Sat: 9AM-7PM
Sun: CLOSED

All 3 Businesses Located At:
560 Township Ave
Colorado City, AZ

IN PERSON WORKSHOP KINGMAN, AZ

SSBCI FUNDING YOUR BUSINESS

Navigating Funding Readiness for
Arizona Entrepreneurs



**Mohave County
Development Services**

3250 Kino Ave
Kingman, AZ 86409
Boriana Conference Room 110



Wednesday, November 4
1:30pm - 3:00pm

- Small Business Resources
- Lending Process
- Capital Readiness

REGISTER NOW ➔



For our full events calendar, visit www.prestamoscdfi.org/events
If you have questions, please contact Martin.Mendoza@cplc.org



PRESTAMOS CDFI
A DIVISION OF CHICANOS POR LA CAUSA

ARIZONA
COMMERCE AUTHORITY

SSBCI State Small Business
Credit Initiative



MOHAVE COUNTY
ECONOMIC DEVELOPMENT

Mohave County: A Look at Our Growing Economy

By Brooke Barks

Mohave County continues to grow and evolve, bringing new residents, businesses, investment, and opportunities to communities throughout the region. Looking at the numbers helps tell the story of how the county has changed and where it may be headed next.

Population growth has been one of the most visible changes. Mohave County has grown from approximately 155,000 residents in 2000 to more than 220,000 today. Recent growth has been driven largely by people choosing to relocate to the county, strengthening the local customer base and creating additional demand for housing, healthcare, retail, services, and infrastructure.

Household incomes have also increased significantly. Median household income grew from \$31,515 in 2000 to \$61,016 in 2024, while per capita income reached \$35,963. At the same time, continued investment in housing and development reflects ongoing activity throughout the county, with thousands of new housing units added since 2020.

Mohave County's economy is supported by a diverse mix of industries, including healthcare,

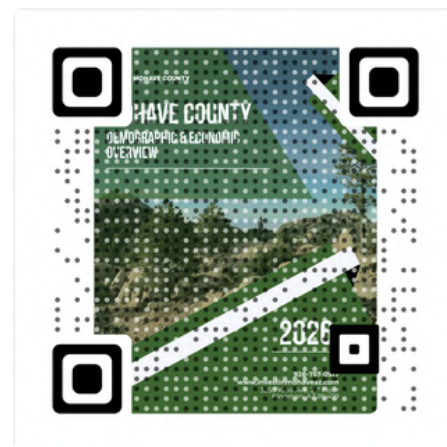
manufacturing, construction, transportation and logistics, tourism, retail, mining, energy, and government. Its location also provides businesses with access to major Western markets through important transportation corridors including Interstate 40, Interstate 15, U.S. 93, U.S. 95, and State Route 68.

Tourism remains another important contributor. Visitor spending reached approximately \$765.9 million in 2024, supporting local businesses, employment, and tax revenues throughout the county.

Behind each number is a larger story about Mohave County's communities, businesses, workforce, and residents. As the county continues to grow, understanding these trends helps local leaders and businesses plan for future workforce needs, infrastructure, housing, investment, and economic opportunities.

The numbers are changing, but the goal remains the same: creating an environment where businesses can succeed, residents can find opportunity, and Mohave County's communities can continue to prosper.

EXPLORE MORE MOHAVE COUNTY DATA



CLICK OR SCAN THE QR CODE TO EXPLORE ADDITIONAL
DEMOGRAPHIC AND ECONOMIC DATA, TRENDS, AND
COMPARISONS FOR MOHAVE COUNTY AND ITS COMMUNITIES.

SUPPORT YOUR LOCAL BUSINESS

WHERE
LEGENDS
COME OUT
TO PLAY!

SHOP
EAT
EXPLORE
SUPPORT

HISTORIC
OATMAN,
ARIZONA

OATMAN HAUNTED NIGHTS



OCTOBER 16 & 17

FROM DUSK TO 10:30PM

\$15

PAID AT THE DOOR

**HAUNTED
HOUSE**

ACTIVE
STREET SCARES
ALL NIGHT!



SHOPS &
RESTAURANTS
OPEN!

TRUNK
OR TREAT!



CRAWL
BOX!



★ SHOP ★ DINE ★ PLAY ★ SUPPORT OATMAN ★ SUPPORT LOCAL ★

Moonshot: Are You Ready to Grow Your Business?

By Brooke Barks

Running a business comes with challenges that every owner understands. Whether you are launching a new business, building an established company, introducing a new product or service, or simply trying to determine what comes next, having access to the right resources and guidance can make a meaningful difference.

For businesses in Mohave County, one resource worth knowing about is Moonshot.

Moonshot is an Arizona nonprofit organization dedicated to supporting entrepreneurs and strengthening entrepreneurship throughout Arizona, with a particular focus on rural communities. Through education, mentorship, networking, business development programs, and opportunities to connect with funding resources, Moonshot helps entrepreneurs turn ideas into businesses and gives existing business owners opportunities to continue learning and growing.

For a business owner, growth is often the goal. But knowing when and how to grow can be just as important as wanting to grow.

Growing a business is an exciting milestone that reflects hard work, dedication, and the ability to meet customer needs. At the same time, expansion is one of the most important decisions a business owner will make. Growth can create new opportunities, but expanding too quickly without proper planning can put unnecessary pressure on a business.

One of the first signs that a business may be ready to expand is consistent demand. When customer requests begin exceeding your current capacity, it may be an indication that there is an

opportunity to grow. Customers may be waiting longer for services, inventory may not be keeping up with demand, or employees may consistently be operating at maximum capacity.

Being busy is a positive sign, but business owners should take the time to determine whether that demand is sustainable. Expansion should be based on consistent growth rather than a temporary increase that may not continue.

Financial stability is another important consideration. Growth often requires investments in employees, equipment, facilities, inventory, technology, or marketing. Before expanding, business owners should have a clear understanding of their cash flow, expenses, profitability, and future financial needs. A strong financial foundation allows a business to pursue new opportunities without placing unnecessary strain on its existing operations.

Businesses should also consider whether their current systems and processes can support additional growth. As a company becomes larger, the methods that worked when it was smaller may no longer be enough. Improving inventory management, updating technology, documenting procedures, establishing clear employee responsibilities, and finding ways to make daily operations more efficient can all help create a stronger foundation for growth.

Employees are another important part of the equation. Expansion may require additional staff, new leadership responsibilities, or additional training. A business owner should consider whether the current team is prepared to support the company's next stage of development. Investing in employees and building a strong workplace culture can help a business maintain stability and quality as it grows.

Expansion also does not always mean opening a second location or dramatically increasing the size of a company. Growth can take many forms. A business might add a new product or service, enter a new market, increase production, upgrade equipment, hire additional employees, improve technology, or develop a strategic partnership. The right type of growth depends on the individual business and its long-term goals.

This is where resources like Moonshot can become valuable.

Moonshot provides entrepreneurs with opportunities to develop their business knowledge, connect with mentors and other entrepreneurs, participate in educational programs, and explore opportunities for business growth. Its programs are designed to support entrepreneurs through different stages of their business journey and provide connections that can help turn ideas into action.

One of Moonshot's well-known programs is the Rural Arizona Pitch Competition, which gives entrepreneurs an opportunity to present their businesses, receive feedback, build relationships, and compete for funding. Programs like this can provide business owners with more than an opportunity to secure funding. They can also help entrepreneurs gain experience, refine their ideas, build confidence, and connect with people who can contribute to their future success.

Moonshot also provides opportunities to connect with other entrepreneurs. Running a business can sometimes feel like a solo journey, but learning from other business owners can provide valuable perspective. Sharing experiences, challenges, ideas, and resources can help entrepreneurs identify opportunities and approach problems from a different point of view.

These resources are not limited to someone who is just starting a business. Established businesses can



Moonshot: Are You Ready to Grow Your Business?

Continued - By Brooke Barks

also benefit from continuing education, mentorship, networking, and taking the time to evaluate what comes next. A successful business does not stop learning simply because it has been operating for years.

Businesses in Mohave County also have access to the Mohave College Small Business Development Center, which provides free one-on-one business counseling, training, and resources to entrepreneurs and existing business owners. The SBDC can assist with areas such as business planning, management, marketing, market research, access to capital, startup assistance, and business development.

Taking advantage of business resources does not mean a business

is struggling. In many cases, it means the owner is being proactive and taking the time to make informed decisions before making a major investment.

Business growth will always involve some level of uncertainty. The goal is not to eliminate every risk, but to understand those risks and make decisions based on preparation, information, and a clear understanding of where the business is headed.

If your business is experiencing increased demand, considering a new opportunity, or simply wondering what the next step should be, take the time to evaluate where you are today and where you want to go. Talk with other business owners. Seek guidance. Explore available resources. Look for opportunities to learn and build relationships.

Most importantly, remember that growth is not simply about becoming bigger. The strongest businesses grow by becoming more efficient, more sustainable, more competitive, and better prepared for the future.

Every business reaches a point where the next step requires a decision. Knowing when to take that step can make the difference between growth that creates new opportunities and growth that creates unnecessary challenges.

For businesses in Mohave County, resources like Moonshot and the Mohave College Small Business Development Center are available to help you make that next step with greater knowledge and confidence.

Your next opportunity may already be in front of you. The key is knowing when you are ready to take it.





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Mohave County's Transportation Advantage

By Brooke Barks

Mohave County's location is one of its strongest economic assets. Positioned in the western corner of Arizona and bordering California, Nevada, and Utah, the county provides businesses with access to major transportation corridors, metropolitan markets, suppliers, customers, and distribution networks throughout the western United States. For companies involved in manufacturing, logistics, distribution, construction, retail, energy, and other industries that depend on moving goods efficiently, location can make a significant difference.

At the center of the county's transportation network is Interstate 40, one of the nation's major east-west freight corridors. I-40 travels directly through Kingman and provides connections west toward Southern California and east through Arizona and across the country. This corridor gives Mohave County businesses an important route for reaching major markets while also connecting the region to the broader interstate freight network.

U.S. Route 93 adds another important connection, linking the Kingman area with Las Vegas to the north and the Phoenix metropolitan area to the southeast. Together, I-40 and U.S. 93 make Kingman an important crossroads between major markets in Arizona, Nevada, and California. Continued improvements along the U.S. 93 corridor also strengthen its importance for commercial transportation and regional connectivity.

Additional highways help connect Mohave County's communities and businesses to these larger corridors. U.S. Route 95 provides north-south access through the Lake Havasu City and Bullhead City areas, while State Route 68 connects Bullhead City and the Colorado River communities with U.S. 93 near Kingman. In northern Mohave County, Interstate 15 crosses the Arizona Strip and provides connections toward Nevada and Utah, giving the northern portion of the county access to another major interstate corridor.

Mohave County's advantages extend beyond highways. The region has access to rail infrastructure that supports the movement of freight across the Southwest and connects with the national rail network. Aviation facilities throughout the county further support business travel, industrial activity, tourism, and economic development. Together, highway, rail, and aviation assets create multiple transportation options for businesses evaluating locations for expansion or investment.

Proximity to major Western markets is another important advantage. From Mohave County, businesses can reach the Las Vegas metropolitan area, Phoenix, Southern California, and other regional markets without being located directly within a major metropolitan center. Access to California markets and ports also strengthens the county's position for businesses involved in warehousing, distribution, manufacturing, importing, and exporting.

These connections have helped create opportunities for logistics and industrial development throughout the county. Available land, access to major highways, existing industrial areas, and connections to regional markets allow businesses to consider Mohave County for operations ranging from manufacturing and warehousing to distribution and transportation services.

Transportation infrastructure also benefits businesses outside of the traditional logistics sector. Construction companies depend on reliable routes for equipment and materials, manufacturers need access to suppliers and customers, retailers rely on consistent deliveries, and the tourism industry depends on convenient access for visitors. Improvements to transportation networks can therefore create benefits that extend throughout the local economy.

As population and business activity continue to grow, maintaining and strengthening these connections will remain an important part of Mohave County's economic future. Transportation investments can improve the movement of goods, support workforce mobility, open additional areas for development, and help existing businesses reach new markets.

Mohave County's location places it at the intersection of several important Western transportation routes. Combined with its highway network, access to rail and aviation, available land, and proximity to major markets, that location provides a foundation for continued business attraction and expansion.



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