

# The Groves Up Close

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September 2022

## Why We Continue to be Bullish on Mesa

By Natascha Karadsheb

Associate Broker, KOR Properties

There is no question that the Valley has seen explosive growth over the past few years. Unlike the 2005 run-up that was primarily based in the construction and real estate sectors, today's growth is the result of a decade of forward planning and investment in the creation of a more diverse economy for Arizona.

Did you know that Mesa now has more than 508,000 residents and is larger than Miami, Minneapolis, and Atlanta? Mesa is experiencing tremendous growth because it offers corporations and investors an attractive mix of available land, a growing educated workforce, and great transportation corridors.

City of Mesa Economic Development Director Bill Jabjiniak says that Mesa has been preparing for this growth for a decade. "The growth we are experiencing today is the result of a strategic vision we had to create a more diverse economy for Mesa. Over the past 10 years, we have been expanding our city services and infrastructure, investing in community assets, such as the Phoenix-Mesa Gateway Airport, and creating targeted economic development zones like the Elliot Road Technology Corridor. We created an environment that was ready for the market and it is great to see that our strategy has been a success."

### FORTUNE 100 COMPANIES AND MANY MORE

Mesa is already home to great companies, many of which have expanded in recent years. We are proud to have Apple, Google, Amazon, Banner Health, Boeing, Nammo Defense Systems, Northrup Grumman, Cessna, Gulfstream, Meta, CMC Steel, and many other large and small companies providing jobs to Mesa residents.

While Mesa has a long history with the health, defense, and aerospace industries, it is now also attracting electric vehicle, medical device, and semiconductor-related development. Mesa has additionally become a top location for industrial developers who view Southeast Mesa as the place for future job growth.

Check out some of the companies who have chosen Mesa in the past 12 months:

- Virgin Galactic selected Mesa for their new spaceship manufacturing facility and will bring hundreds of engineering and manufacturing jobs to the city.
- Gateway Grand has broken ground on a 2-million-square-foot industrial park in Mesa's Pecos Advanced Manufacturing Zone.
- KP Aviation, an international aftermarket aerospace material and service provider, relocated their headquarters to Mesa and opened a 93,000-square-foot facility.
- JX Nippon Mining and Metals will be building two manufacturing buildings in Mesa totaling 240,000 square feet. They provide material support to the semiconductor industry.
- FUJIFILM Electronic Materials completed an \$88 million expansion in Mesa to supply chemicals and advanced materials for the semiconductor industry.
- Bell Bank Park, the nation's largest multi-venue sports and entertainment complex, opened this spring south



Natascha and John Karadsheb

PHOTO CREDIT: VIRGIN GALACTIC

Rendition of Mesa, Arizona facility to be completed late 2023.



of Eastmark. The 320-acre park is expected to host three million visitors a year and is already generating significant tourism revenue for Mesa.

- Gulfstream Aerospace, a world leader in business jet aircraft manufacturing and maintenance, announced that they will be opening a 225,000-square-foot facility at Phoenix-Mesa Gateway Airport.
- The Cubes at Mesa Gateway will bring upwards of 4 million square feet of industrial space to Mesa. Sitting on a 268-acre site, The Cubes will be the largest master-planned industrial park in the Southeast Valley.
- The Meta Mesa Data Center (Facebook), originally designed at 960,000 square feet, has broken ground in Southeast Mesa and has already planned to expand to 2.6 million square feet.
- Dexcom, a continuous glucose monitoring technology company, opened a new 500,000-square-foot facility. This is the second facility they have opened in Mesa.
- ElectraMeccanica is finishing up a 235,000-square-foot factory and technical center to produce their electric vehicle Solo. The facility is expected to hire 200 to 500 full-time employees.

### A BRIGHT FUTURE AHEAD

On top of all these announcements, the pipeline of projects is truly what makes us bullish on Mesa. Back in 2018, there was only one new spec industrial building available in Mesa. At 147,435 square feet, it was the newest and largest available building in Mesa. The other available manufacturing and industrial inventory at that time was outdated and not designed to meet market needs.

Just four short years later, Mesa has completely transformed. Check out what is happening now:

- Currently, there are more than 177 million square feet of all types of development in review with the City.
- More than 42 million square feet of manufacturing and industrial buildings are planned or under development in Mesa.
- The City of Mesa is currently processing more than 340 commercial permits, and more than 800 commercial permits have been issued since January, which represents more than \$812 million in construction valuation.
- More than 50 percent of the Incoming Prospects through the Mesa Office of Economic Development are manufacturing users. Mesa is seeing high interest from companies in the semiconductor and electric vehicle industries.

(Data from the City of Mesa Office of Economic Development)

### GROWTH=JOBS

According to the Bureau of Labor Statistics, as of May 2022, the number of people employed in Mesa is now 3 percent above pre-pandemic levels. The Arizona Office of Economic Opportunity projects 11 percent growth in manufacturing, 15 percent growth in construction, 14 percent growth in leisure and hospitality, and 19 percent growth in self-employment in the Maricopa Workforce area from 2021 to 2023. Long term, we can also expect to see

massive growth in health, education, professional, and business service employment.

When we look at all the businesses that have selected Mesa for investment, we feel confident that our growth is sustainable. Jobs drive the economy and in turn drive real estate, construction, retail, tourism, and even restaurant growth. We remain excited about the future of Mesa and strong advocates for strategic economic growth and sustainable development. ■

John and Natascha Karadsheb are co-owners of KOR Properties, a boutique real estate brokerage serving the Valley of the Sun.

John is the Designated Broker of KOR Properties and has been a Multi-Million Dollar producing agent for over 20 years. He is an Accredited Buyers Representative (ABR) and Certified Residential Specialist (CRS), and serves on the Arizona Regional MLS (ARMLS) Rules & Policies Committee, ARMLS Appeals Committee, and the West and Southeast Realtors of the Valley Professional Standards Committee.

Natascha is a Multi-Million Dollar Producer and Accredited Buyers Representative (ABR). She is the Founder of Mesa Food Truck Fridays, Founder of the Falcon Business Alliance, a Member and Past-Chair of the City of Mesa Economic Development Advisory Board, and on the Board of Directors of the Greater Phoenix Economic Council.



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EDUCATION

# Unique Kindergarten Program Provides STRONG FOUNDATION FOR LIFE

By Kirsten Lamb, Communication Team, Self Development Academy

The kindergarten program at Self Development Academy (SDA) prepares each student for first grade, and beyond, for a lifetime of learning.

“By the end of his/her kindergarten year, most are reading fluently — with tremendous expression — if not several grade levels ahead,” said Mrs. Kathi Haschke, SDA lead kindergarten teacher.

In addition, outgoing kindergarten students author and edit their own books and write grammatically complete sentences. They also leave with a strong foundation in mathematical thinking, including math facts, word problems, and even abstract algebra.

As kindergartners tackled their first day of school on Aug. 3, they came armed with crisp uniforms, fresh supplies, and unbridled excitement. An awarding-winning K-8 charter school that’s been part of the Mesa community for decades, SDA sparks confidence and a sense of community for parents as well.

According to Kathi, one unique aspect of SDA kindergarten is it’s four-hour a day schedule. The half-day program allows teachers to provide an environment that nurtures while also igniting curiosity and thinking.



**PHILOSOPHY OF EDUCATION**

Kathi has been teaching for 23 years, 12 of those at SDA. “I love being at SDA in large part because of Dr. Majeed and her philosophy of education,” Kathi said.

Dr. Anjum Majeed, SDA founder and superintendent, has dedicated her life to bettering her communities by providing top-notch education and mentoring teachers to be the best version of themselves. Dr. Majeed’s philosophy of education results in curriculum that teaches a grade higher than traditional Arizona schools, which is enhanced with enriched instructional methods, one-on-one tutoring, and small-group interventions.

**KINDERGARTEN PROGRAM SPECIFICS**

The kindergarten program specifically focuses on phonics, reading, penmanship, grammar, writing, spelling, vocabulary, math, and math facts, according to Kathi. “We accomplish so much in such a short amount of time,” she said.

While first grade is the immediate goal for kindergarten students, teachers have in mind concept mastery and academic success that includes critical thinking, curiosity, and creativity.

“The SDA kindergarten program prepares children to

learn key fields of study and key values of the community that prepare students to promote to first grade,” said Dr. Majeed. “The school’s success focuses on teaching children the advanced curriculum using a structured and methodical approach. The classroom concentrates on mastery of math, reading, and writing.”

SDA’s early education intervention meets all students through their learning styles. SDA uses multi-sensory phonics instruction, focusing on visual, auditory, tactile, and kinesthetic techniques. Students learn phonemic awareness, sight words, spelling, writing, and reading within each lesson.

“Although the curriculum is accelerated and rigorous, I make it a point to ensure that my students have fun while learning. We often have centers, play learning games, have frequent brain breaks throughout the day, etc.,” Kathi said. “It’s so rewarding to see many of my students come into kindergarten not knowing his/her alphabet or letter sounds and watching them grow and learn throughout the school year.”

**KINDERGARTEN TEACHERS AND STAFF**

The teachers and staff at SDA provide a nurturing environment that ignites curiosity and a love of learning. The other kindergarten teachers include Ms. Melody Oliver, who recently came back from retirement after teaching with SDA for more than 28 years, Ms. Jacquelyn Skype, and Ms. Angel Connel.

“I chose education because I wanted to make a difference in children’s lives and be a wonderful role model to all of my students that I’ve taught over the years,” Kathi said. “I especially love the enthusiasm and excitement on a child’s face when they learn new things.” ■

For more information regarding Self Development Academy, please contact us at (480) 641-2640. The school is located at 1709 N. Greenfield Road, Mesa.





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FINANCES

# When should you adjust YOUR INVESTMENT MIX?

Submitted by Brent D.  
Hoskinson and Linda Drake

There are no shortcuts to investment success — you need to establish a long-term strategy and stick with it. This means you'll want to create an investment mix based on your goals, risk tolerance and time horizon — and then regularly review it to ensure it's still meeting your needs.

In fact, investing for the long term doesn't necessarily mean you should lock your investments in forever. Throughout your life, you'll likely need to make some changes.

Of course, everyone's situation is different and there's no prescribed formula of when and how you should adjust your investments. But some possibilities may be worth considering.

For example, a few years before you retire, you may want to reevaluate your risk exposure and consider moving part of your portfolio into a more conservative position.

When you were decades away from retiring, you may have felt more comfortable with a more aggressive positioning because you had time to bounce back from any market downturns.

But as you near retirement, it may make sense to lower your risk level. And as part of a move toward a more conservative approach, you also may want to evaluate the cash positions in your portfolio. When the market has gone through a decline, as has been the case in 2022, you may not want to tap into your portfolio to meet short-term and emergency needs, so having sufficient cash on hand is important. Keep in mind, though, that having too much cash on the sidelines may affect your ability to reach



your long-term goals.

Even if you decide to adopt a more conservative investment position before you retire, though, you may still benefit from some growth-oriented investments in your portfolio to help you keep ahead of — or at least keep pace with — inflation. As you know, inflation has surged in 2022, but even when it's relatively mild, it can still significantly erode your purchasing power over time.

Changes in your own goals or circumstances may also lead you to modify your investment mix. You might decide to retire earlier or later than you originally planned. You might even change your plans for the type of retirement you want, choosing to work part time for a few years. Your family situation may change — perhaps you have another child for whom you'd like to save and invest for college. Any of these events could lead you to review your portfolio to find new opportunities or to adjust your risk level — or both.

You might wonder if you should also consider changing your investment mix in response to external forces, such as higher interest rates or a rise in inflation, as we've seen this year. It's certainly true that these types of events can affect parts of your portfolio, but it may not be advisable to react by shuffling your investment mix. After all, nobody can really predict how long these forces will keep their momentum — it's quite possible, for instance, that inflation will have subsided noticeably within a year. But more important, you should make investment moves based on the factors we've already discussed: your goals, risk tolerance, time horizon and individual circumstances.

By reviewing your portfolio regularly, possibly with the assistance of a financial professional, you can help ensure your investment mix will always be appropriate for your needs and goals. ■

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# LAS SENDAS GOLF CLUB

**WE ARE OPEN TO THE PUBLIC FOR DINING AND GOLF**

## September on the Greens at Las Sendas Golf Club

By Kimberly Alvarado

For you to create memorable moments and events, our community's very own Event Specialist, Carla Shaw, is available to assist you with the details of your next memorable event.

"For me it is no longer just *season*, it is now *Season of Spectacular Wonder* at The Vistas Pavilion at Las Sendas," Carla said.

She has several ideas about how to add to your own personal collection of memories. "If you haven't marveled in the glory of the sun setting from the balcony of The Vistas Pavilion at Las Sendas, you must start planning your next special event right away! Along with the spectacular views, our Pavilion offers an amazing space equipped with a full AV system, tables, chairs, linens, bar service, an experienced banquet staff, and best of all our fabulous culinary team. We are here to assist you in all phases of planning your event. Call us today and let's start working on your next *Wonder*."

Carla can be reached at (480) 396-4000, Ext. 222, or by email at [cshaw@lassendas.com](mailto:cshaw@lassendas.com).

For all our wine lovers, the club has scheduled the next two upcoming wine dinners, featuring Prisoner Wines on Sept. 26 and Benessere Vineyards on Oct. 26.

Are you planning a wedding in 2023? How about January? The Vistas Pavilion is celebrating the new year



by offering a very special rate for January 2023, said Carla. Packages starting at \$6,499+ for up to 100 guests. Call today for more information.

### THERE'S SOMETHING SMOKING AT THE GRILLE

A new, natural wood meat smoker has been added at The Grille.

It's one of the oldest methods of cooking meats, where the smoke from mesquite wood logs reveals its' flavor into the meat, while the heat from the burning logs cooks it. This form of indirect cooking takes place over several hours and at a low, controlled temperature.

But the new smoker is anything but primitive. This professional grade *monster smoker* has got its work cut out for it for the new season. Professional chefs, Javier and Chris, are practicing the art of primitive cooking with a variety of meats, such as sausages, chicken, brisket, and prime rib.

Come in and try tasty new menu options. This new smoker will add a completely new dimension to Thursday night barbecues at The Grille.

Future smoked meat selections will include salmon, baby-back ribs, chicken wings, and pulled pork.

Food and Beverage Manager, Javier Cardenas, has included wood varieties such as maple, mesquite, and fruit-wood flavors of apple, cherry, pecan, almond, and hickory.

### TEQUILA TASTING TUESDAYS

Also grabbing the attention of the community is the continuation of Tequila Tasting Tuesdays, where top-shelf tequila is sampled and available for purchase through the entire month of September. It's not too early to start thinking about holiday gift giving, and a beautiful, boxed bottle of Centenario Cristalino might make a nice gift for someone on your list.

Last month, Javier filled orders for 30 single bottles, along with several *case* orders. Gather a group and come in on Tuesday evenings from 6 to 8 p.m. to claim your favorite.

### SEPTEMBER ON THE GREENS

Cooler temperatures are on their way, and this month the greens are showing off excellent end-of-summer conditions. "All the maintenance is behind us now and the greens are in great condition," said Michael Field, director of Las Sendas Golf Club.

Here's what a few of the players had to say about their recent experience on the course:

"I had not played Las Sendas in a few years and was happy to see it is still in outstanding condition. Doug in the Pro Shop is friendly, courteous, and helpful. All parts of the course were in terrific shape. I played in a Hot Deal mid-week late morning, so the course was wide open, and I finished in 2 1/2 hours, without ever rushing. I'll be back!"

Another commented on the little extras that make the community course extra inviting.

"One of my favorite courses in the Valley. It's always in great condition and they have a great Pro Shop and restaurant. I also love the free-range balls. They also have lots of coolers with water on the course, which I appreciate during the hot days." ■

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LOCAL BUSINESS

# Putting Your Best Face Forward

## WITH LA PEAU DERMATOLOGY

By Kimberly Alvarado

Our faces provide a first impression. And for as many as 25 percent of adolescents and adults, the emotional stress that parallels inflammation breakouts interfere with our daily interactions.

Dr. Zaina Rashid of La Peau Dermatology provides tips and information for caring for a dilemma that's agonized teens and adults for a very long time — acne. While the causes and methods of care haven't changed drastically over time, understanding how acne starts and how to properly care for infected skin can help significantly lessen future flare-ups and scarring.

Breakouts are most found on the face and neck, back, shoulders, and chest. Persistent skin care and treatment from a dermatologist are the most effective methods of prevention.

WHAT CAUSES ACNE?

Acne is largely a hormonal condition that is driven by androgen hormones. These hormones typically are the most active during the teenage and young adult years. Sensitivity to these hormones, combined with surface bacteria on the skin and fatty acids within the oil glands, can result in acne.

Some causes and factors that make acne worse:

- Fluctuating hormone levels around the time of a female's period.
- Picking or squeezing at the sores.
- Clothing and headgear such as hats and sports helmets.
- High humidity and air pollution.
- Use of oily or greasy personal care products, such as heavy lotions, creams, waxes, or hair pomades.
- Working in areas where you routinely come in contact with grease, such as restaurants with greasy food surfaces and frying oils.
- Stress, causing an increase in the hormone cortisol.



- Some medications.
- Genetics.

A thorough consultation and examination from a dermatologist can be the best starting point for clear skin. Patients can be taught proper face washing methods and, if qualified, patients could be started on short-term antibiotics to eliminate internal bacteria.

HOW SEVERE CAN ACNE GET?

The severity of acne is measured in grades. Grade 1 (mild) is mostly whiteheads and blackheads, with a few papules and pustules. Grade 2 (moderate, or pustular acne) are multiple papules and pustules, mostly on your face. Grade 3 (moderately severe, or nodulocystic acne) are numerous papules and pustules, along with occasionally inflamed nodules. Your back and chest may also be affected. Lastly, grade 4 (severe nodulocystic acne) includes numerous large, painful, and inflamed pustules and nodules.

HOMECARE HELP

"Don't wash your face with bar soap," says Dr. Rashid. "Not all body washes, hand soaps, and bar soaps are meant for the face. Proper facial cleansing begins with a proper face washing technique and should include a product containing benzoyl peroxide or salicylic acid to help kill acne-causing bacteria," she added.

EAT A BALANCED DIET

A balanced diet provides nutrients your body needs to function correctly. This means most of your calories should come from fresh fruits and vegetables, whole grains and legumes, nuts, and lean proteins.

SKIN CARE PRODUCTS

Use water-based makeup or products labeled noncomedogenic, to lessen the possibility of clogged pores. Always remove makeup before bed. Wash your face after exercising.

REDUCE STRESS

Be mindful. Through positive self-talk, meditation, and self-acceptance you will put yourself on a new path to better health — something your mind, body, and skin will clearly thank you for.

Also, relax, take a break, and listen to some music. Talk it out with a friend.

Eat better and laugh it off. Drink tea and avoid caffeine. And get plenty of sleep. ■

La Peau Dermatology is located at 5424 E. Southern Ave., Suite 103, in Mesa. You can contact the office at (480) 401-5966 or email [LaPeauDermatology@gmail.com](mailto:LaPeauDermatology@gmail.com).





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# THINKING OF SELLING?

## What You Need to Know to Sell in Today's Market

By Lorraine Ryall, Associate Broker, CDPE, CSSN, CNE KOR Properties

The market may be cooling down compared to the last two years, but that doesn't mean it's not a good time to sell your home. There are still motivated buyers out there who are searching for their new homes, they just have a lot more to choose from.

As a seller, it is essential to have a competitive strategy in place when listing your home and this strategy is going to look very different today than it did just a few months ago.

You may not be able to get multiple offers or bids way above your asking price, but even though prices have dropped, today's median sales price is still higher than it was in January 2022.

Here are some tips to help you be competitive and sell your home faster in today's market:

### DON'T OVERPRICE YOUR HOME

Pricing your home right is a key factor in helping your home stand out to potential buyers. According to Lawrence Yun, chief economist at NAR, "Homes priced right are selling very quickly, but homes priced too high are deterring prospective buyers."

One of the most dramatic changes we are seeing right now other than the inventory is price reductions. On Aug. 7, there were 3,017 price cuts on active listings compared to 713 at the same time last year. Pricing your home to high will not only deter buyers from viewing your home but will leave it sitting on the market.

The pricing strategy will also be determined by your



situation if you need to sell quickly or are in no rush or if you want to negotiate special terms such as a lease back.

### HAVE REALISTIC EXPECTATIONS

Sellers have been spoilt with homes selling in a weekend and we're not used to seeing homes staying on the market for weeks. In July the average days on market was 51, so be prepared to be on the market for a while. One thing to remember is that the average days on market in a *normal* market is 70 days, so while 51 days feels like a long time compared to recently, it is still way below the average in a balanced market.

### DO MINOR REPAIRS

One of the ways buyers would make their offer stand out in a competitive market was to buy the home *as is*, which means they would have an inspection but not ask the seller for any repairs. With the change in the market, buyers no longer need to sweeten the deal and are asking sellers to make repairs on some of the items found during an inspection. This is still a negotiation, and the seller is not obligated to do all or any of the requested repairs. However, having minor repairs done ahead of time not only means less items for the inspector to report but also shows the house has been maintained.

### PREPARE YOUR HOME FOR SHOWING

Taking the time and effort to get your home ready to list will be well worth it to make your home stand out. Declutter, especially the Knick knacks and personal items, remove extra or large pieces of furniture and thin out closets by packing as much away as possible. Do a thorough and deep

cleaning. Touch up paint or repaint dark or bright colored walls a neutral color. Curb appeal is so important as it is the first impression the buyer will have as they pull up to your home. Adding fresh exterior paint or new landscaping will be money well spent to make the best first impression

### BE READY TO NEGOTIATE

Buyers know the market has shifted and is more in the buyers favor right now, so get ready for negotiations. The buyer is likely to come in under the asking price, especially if the home has been on the market for a while. That doesn't mean you have to lower your price or agree to concessions, and counteroffers have become the norm again in today's market.

With the constant changing market, it has never been more important than it is now to work with an experienced local realtor. A local knowledgeable realtor will have a deeper understanding of what is happening in the current market and in your neighborhood. You also need a realtor with good negotiation skills and who will help you get your home ready to list and has a top-notch marketing plan that is effective in today's market.

If you are thinking of selling and would like more information on today's market, your home value or what you need to do to get your home ready to sell, please don't hesitate to contact me for a free no obligation consultation. ■

Lorraine is a Multi-Million Dollar producing agent, has been a full-time Realtor for over 13 years, is an Associate Broker of KOR Properties, a Certified Negotiation Specialist, and is on the Professional Standards Board. You can reach Lorraine at (602) 571-6799.



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EVENTS

Enjoy Floating Beach Blast Adventures at Salt River Tubing

Submitted by Lynda Breault, Salt River Tubing

Enjoy a floating beach blast adventure on the Lower Salt River in September with Salt River Tubing. Chill out and shoot the rocking Salt River rapids on a tube while beating the heat and enjoying fun in the sun.

“Enjoy a leisurely float on the cool and inviting mountain stream waters and catch glimpse of the diverse wildlife including blue herons and the Salt River wild horses. Our recreational paradise is the coolest ride to enjoy fun in the sun during September,” said Henri Breault, president of Salt River Tubing. “Floating in the mini-Grand Canyon of Tonto National Forest is a unique and memorable experience in the great outdoors.”

Salt River Tubing is open Friday, Saturday, and Sunday in September from 9 a.m. to 6 p.m. until Sept. 25. The latest tube rental is 1 p.m., weather and water flow permitting. The cost is only \$21 plus tax per person or tube, which includes tube rental, shuttle bus ride, and free customer parking at Salt River Tubing.

Shooting the Salt River rapids is great fun, and company officials recommend the following helpful tubing tips to assist tubers in planning their floating beach blasts:

- A valid driver’s license is required for a tube rental deposit per five tubes rented.
- Children must be at least eight years or older and four feet tall for tubing and shuttle bus service.
- Life vests are strongly recommended for children, non-swimmers, and inexperienced swimmers.



- Glass containers by law are not allowed in the Salt River Recreational Area. Ice chests will be inspected for glass containers before boarding shuttle buses. Please use plastic bottles or aluminum can containers.
- Have a great time during your floating beach blasts, but remember that drugs, alcohol, and the Salt River do not mix. Responsibly appoint a designated driver before your tubing adventure.
- Floating picnic ideas include fresh fruit, burritos, fried chicken, or sandwiches. Pack picnic items in Ziploc bags to keep dry. Please stash and bag all picnic supplies in litter bags while floating.

- Sun block, tennis shoes, and cap or visor should be worn. A minimum 30 SPF is recommended.
- Ice chest/coolers: Fill with ice, sport drinks, fruit juice, and water. One to two bottles of water per hour while floating is recommended to help prevent dehydration.

Salt River Tubing cannot guarantee that you will not be exposed to COVID-19 and/or its subvariants during your visit. The CDC advises that some people are more likely than others to become severely ill, and some people are at a higher risk of exposure. Guests should evaluate their own risk in determining whether to attend. People who show no symptoms can spread COVID-19 if they are infected, and any interaction with the public poses an elevated risk of being exposed. By visiting Salt River Tubing and Recreation Inc., you acknowledge and agree that you assume these inherent risks associated with attendance. ■

Salt River Tubing is located in Northeast Mesa, just minutes from Highway 202 East and Power Road (North) Exit 23A, in beautiful Tonto National Forest. For more information about Salt River Tubing and events, please visit [saltrivertubing.com](http://saltrivertubing.com), or call (480) 984-3305.



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LOCAL BUSINESS

PlumbSmart Continues to Grow WITH COMMERCIAL CLIENTS

By Jamie Killin

PlumbSmart is continuing to grow its commercial plumbing business — offering the same customer-focused, service-oriented approach it’s become known for offering homeowners. To serve these customers even better, PlumbSmart recently hired a dedicated customer service manager to oversee all commercial plumbing jobs, providing customers with a dedicated contact and shorter wait times.



PlumbSmart has also added more well-stocked, reliable new trucks to its fleet, ensuring customers can look forward to punctual service with a technician who has the tools needed to address any problem they might have. This includes having specific tools to effectively serve commercial clients. “Commercial structures’ plumbing fixtures are typically different,” said PlumbSmart owner Wayne Decker. “The size of their drain lines are typically different. You could be dealing with grease traps and other things specific to the restaurant industry, which is different,

so you have to have experienced technicians and you have to have the right equipment designed for commercial and industrial applications.” Additionally, PlumbSmart continues to grow its team with highly skilled and well-trained technicians, providing top benefits and a positive work environment to attract the best in the industry. “Our reputation is so strong among technicians that they want to work for us,” said Wayne. “We take care of our people, and they appreciate our commitment to taking care of our customers. We focus on providing our customers affordable plumbing, so we also don’t have quotas or forced sales training.” Instead, PlumbSmart focuses on training their team to be better technicians, with weekly training sessions. Many technicians also have special expertise in commercial and industrial plumbing to better serve those customers. “We made sure we had a group of designated technicians who are trained and experienced in the commercial aspect of plumbing, so our clients always have an expert available if what is required in any given situation goes beyond standard plumbing,” said Wayne. ■

PlumbSmart is located at 3010 E. Main St., Building 1, in Mesa. To learn more, call (480) 654-8865, or visit itsjustplumbsmart.com.

HEALTH

The Hart Center provides CUSTOM FAMILY INTERVENTION

By Kim Phillips

Dedicated to the people he serves, Dr. Patrick Hart has enjoyed providing mental health care for the past 30 years.



He has sustained a gratifying independent private practice for well over two full decades. A local Las Sendas resident, Dr. Hart meets with people in a relaxed and entirely confidential setting. “My goal is for you to realize the personal growth and vital-life changes that you value most. Solution-focused with my clients, I help people resolve psychological difficulties that involve problems of depression and anxiety,” Dr. Hart explained. “I also assist individuals, couples, and families by extending skills-based counseling to help them manage life-defeating and self-destructive habits and behavioral problems.” Previously, Dr. Hart practiced in Seattle, where he established The Hart Center, focused on mental health, including family issues.

Currently, Dr. Hart now practices in Northeast Mesa, providing a quiet and relaxed setting to safely explore and resolve your most perplexing personal challenges using cognitive behavioral therapy. Dr. Hart said, “I’ll help you discover tailor-made self-regulation and relapse-prevention strategies to gain control over smoking, eating, alcohol, drug abuse, sex, spending, or whatever unwanted behavior

it is that you intend to resolve.” Since times have changed when Dr. Hart first established his practice, he offers phone consultations. “Consultation services are readily available by means of telephone conference,” he said. “If you prefer this form of contact with me, we can schedule a convenient time. Many clients have found satisfaction in this form of communication — substantial gains may be accomplished — even by telephone.” Dr. Hart can help anyone who feels the need for positive change in their lives. “As a psychotherapist, I endeavor to help my clients gain clarity and awareness of their most vital life values. Together, we will effectively explore the nature of your particular challenges,” he said. “We will carefully specify tangible personal-therapeutic goals — treatment outcomes — that are ultimately selected and valued by you.” Dr. Hart said the therapeutic learning accomplished will require dedication to help sustain and persevere with the personal psychological lifestyle practices and coping skills that work for you — thus reinforcing your efforts to assure lasting personal change. “If you believe you could benefit from a relaxed and friendly exploration of whatever psychological questions perplex you, rest assured in advance that you’ll find value in the work that we do together. If you seek some perspective, I’m willing to offer you my most genuine impressions — personal and professional alike!” ■ For more information, contact Dr. Patrick Hart by phone at (206) 547-HELP (4357).

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REAL ESTATE

# Seller Concessions Secret to REVERSING RISING INTEREST RATES

Submitted by Hague Partners, 72SOLD® Affiliate

With rising interest rates, realtors and lenders are working together to counteract the impact with creative home buyer assistance strategies. In this article, we will explore these strategies and how Hague Partners can help you through the buying and selling process.

## RISING INTEREST RATES HURT BUYERS AND SELLERS

Homes are seeing price reductions in markets all over the country. When sellers reduce home prices, it can mean that they were simply asking too much for their home. This is a common mistake home sellers make and can be prevented when working with a professional realtor who knows how to market the home properly for current market conditions.



A reduction in price often causes buyers to take a wait-and-see approach to making offers on a home. If the price was reduced once (or twice), maybe they will reduce it again? When interest rates rise, affordability goes down, which puts downward pressure on sales prices.

## HOW SELLER CONCESSIONS WORK

Lenders allow the seller of a home to credit a portion of their proceeds to the home buyer. This is called a seller concession. Seller concessions can be used to pay a buyer's closing costs only and cannot be used to help with the down payment.

What experienced mortgage and real estate professionals know is that seller concessions can also be used to pay discount points. What are discount points? Discount points allow a home buyer to make a pre-paid interest payment to permanently buy down the interest rate over the term of the loan.

## THE RIGHT TIME. THE RIGHT MARKET.

While this is a win/win strategy in any real estate market, today this is a particularly powerful tool for maximizing the benefit for all parties in the transaction. When interest rates rise as quickly as they have in the past couple of months, a shock moves through the market that causes everyone to become confused, and sometimes make poor decisions based on limited information.

## WHAT'S A POOR DECISION FOR A HOME BUYER?

The poorest decision for a home buyer is not buying because you think you cannot afford to. Owning real estate is a short-term decision about investing in your long-term financial stability and the accumulation of personal wealth.

The ability to earn equity over time and fix your housing expenses over a long period of time is a luxury



that renters simply do not have. Your landlord can raise your rent, or sell the home you're renting at any time, without any warning. That's a tough spot to be in when it happens to you.

## WHAT'S A POOR DECISION FOR A HOME SELLER?

The poorest decision for a home seller is pricing your home wrong when you list it, scaring away potential buyers. This results in lowering the sales price until you get a good offer from the limited buyers in the market.

Smart realtors will help you price your home right and advertise your home as an opportunity for buyers using Seller Paid Concessions as Buyer Assistance. By advertising your home this way, you are striking back against higher interest rates, and attracting more buyers willing to pay you what your home is worth. ■

For more information, contact Ryan Nelson at AmeriFirst Financial Inc. at (480) 861-7841 or ryan@amerifirst.us.

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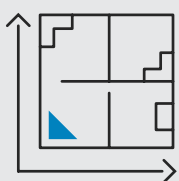
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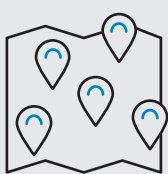
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HEALTH

# Why You Should Have Your HORMONE LEVELS CHECKED

By Laura Markison, NMD  
Mesa Naturopathic

I recently saw an Instagram post promoting hormone replacement therapy online. Actual hormone cream ordered online by a doctor. In my opinion, ordering hormones from an online physician is not safe and may be illegal.

In the State of Arizona, I must physically establish care with a patient including an in-office physical exam before I can order any kind of test, medication, or imaging. Plus, doesn't it make sense that a physician should do an in-person physical before prescribing anything for a patient?

For instance, I had a patient who was concerned about her female hormones. I palpated her thyroid and felt a possible nodule. She needed a full thyroid laboratory panel ordered and an ultrasound to check for nodules and autoimmune thyroiditis. Before any hormone therapy can be ordered, the thyroid must be checked. Symptoms of hot flashes, palpitations, and racing heart can be caused by the thyroid and may not be related to sex hormones.

I have patients who come in not happy about their current hormone therapy. They are presenting with a variety of side effects from hair loss, racing heart, mental issues of feeling depressed, too much aggressiveness, or not feeling any better. Some men have blood building because their blood levels are not being checked every



Dr. Laura Markison

three months. This is dangerous and can make them feel sluggish and can give them headaches.

I recently had a patient who was put on estrogen replacement but not testosterone replacement. When I asked her why she was not prescribed testosterone, she said the doctor didn't think women needed testosterone. Everyone can benefit from testosterone replacement due to its benefits on the brain for memory and cognition, let alone a lot of other benefits.

I also have many patients who come in and show me their current blood laboratory results and their doctor did not order the correct hormone lab tests including only ordering a TSH for their thyroid. Plus, I would say about 90 percent of my patients that come in have vitamin D deficiency and their doctor has never ordered

it. They wonder why they feel tired and are getting sick all the time. I had one patient whose vitamin D level was so low they were having bone pain. That's a symptom of adult-onset rickets.

I understand the appeal of visiting with an online doctor than making an appointment over the phone, not spending the time driving to an office, and wanting to be in the comfort of one's home. But, please, value your health and spend some time with a physician in their office for any health concern.

Having a doctor order hormone therapy (let alone any prescription) online could be unlawful and dangerous to one's health. ■



Mention this article and I will review your current blood lab results and hormone therapy treatment protocol in a free 15-minute consultation.

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Real Estate

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Groves Area Market Report

Sales over \$440,000 for the Month of July 2022

John Karadsheh

Address	Square Feet	Community	Sold Price
5716 E Evergreen St	1,850	Alta Mesa	\$464,000
4906 E Brown Rd #26	2,099	Terra Mesa	\$465,000
4945 E Golden St	1,634	Mira Mesa	\$477,000
5606 E Enrose St	1,653	Alta Mesa	\$480,000
5728 E Enrose St	1,768	Alta Mesa	\$497,900
2122 E Encanto St	2,169	Tierra Este	\$500,000
1353 N Balboa	1,584	Higley Heights	\$500,000
4911 E Fountain St	1,668	Northpointe	\$500,000
2123 N Higley Rd	1,809	Apache Wells	\$501,000
5517 E Ellis St	2,003	Silverado	\$515,000
2461 E Encanto St	1,854	Prince Estates	\$520,000
1231 N Balboa	2,254	Higley Heights	\$520,000
2511 E Fountain St	2,208	Brownmore Estates	\$530,000
5027 E Hannibal St	1,971	Higley Heights	\$535,000
5347 E Ellis St	2,003	Silverado	\$565,000
2560 N Lindsay Rd #33	2,344	Madera De La Mesa	\$575,000
2019 E Fountain St	1,854	Tierra Este	\$575,000
2646 E Fountain St	2,150	Meadowvale	\$585,000
2640 E Mallory St	2,120	Hermosa Vista Estates	\$615,000
2647 E Kenwood St	2,171	Rancho De Arboleda	\$625,000
2309 N Acacia	2,551	Citrus Del Ray	\$625,000
2120 E Laurel St	2,226	Citrus Del Ray	\$645,000
2512 N Loma Vista St	2,861	Vista Mesa	\$700,000
4528 E Hobart St	2,418	Falcon Estates	\$720,000
4239 E Hope St	3,251	Valencia Park Estates	\$837,000
4504 E Enrose St	2,716	Groves East	\$850,000
2432 E Hermosa Vista Dr	3,328	Hermosa Del Sol Estates	\$918,500
3127 E Menlo St	4,072	Vista Mesa	\$939,000
3635 E Oasis Cir	2,912	Coronado Acres	\$1,130,000
5345 E Mclellan Rd #119	3,150	Alta Mesa	\$1,150,000
2409 N Acacia St	4,003	Groves Of Hermosa Vista	\$1,385,000
3341 E Jacaranda Cir	6,025	Arboleda	\$1,567,250

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EDUCATION

# Mesa Community College Increases HEALTH CAREER CHOICES

*Submitted by Mesa Community College, Red Mountain Campus*

Expanding its role as a health career higher education center, the Mesa Community College Red Mountain campus has added a Licensed Professional Nurse (LPN) program as well as a Patient Care Technician and Behavioral Health Technician courses.

The new health care academic opportunities are part of the expanding Health Sciences Division, which includes careers in Dental, Emergency Medical Technology, Health Care Technology Systems, Nursing, and Paramedicine.

Mary Boyce, dean of health sciences, says the training programs, degrees, and certificates reflect jobs that are in demand in the health care industry. Facing dramatic nursing shortages, community partners such as Banner Health and the Ensign Group shared their need for LPNs, which require a year of classes. That is a significantly shorter time of study than for registered nurses.



The Acacia Village building on the Red Mountain campus is being renovated to accommodate increasing health care education options, including the LPN training, which is scheduled to begin fall 2023. However, Dean Boyce points out that students should register throughout fall 2022 for the six-week Nurse Assisting course, which is required before they can register for the LPN or RN programs.

Kathleen Mead, program coordinator of the Nursing Assistant program, says that the NA course, which prepares students to become a Certified Nurse Assistant or a Licensed Nurse Assistant (LNA), is one of a number of programs and classes that can provide immediate employment possibilities or can lead to pursuing a nursing degree.

“Our goal in offering the Nurse Assisting and several other new courses is a strategy to help students be successful when they enter the RN program,” Kathleen explains. “There are so many tasks to learn as well as the academic and science knowledge. Starting slowly makes it less overwhelming. We have added a Patient Care Technician course that meets once a week for eight weeks

where students learn procedures and tasks to become Patient Care Assistants — also in demand at hospitals.”

The four-week Psychiatric Technician Overview class offers techniques and skills to care for patients with a variety of mental illnesses, including anxiety, mood, personality, and psychotic disorders, as well as post-traumatic stress syndrome and behavioral issues. No prerequisites are required to students studying health care, psychology, law enforcement, or any profession dealing with potential patient crisis management situations.

If you have questions about the health care programs, please contact Dean Mary Boyce at [mary.boyce@mesacc.edu](mailto:mary.boyce@mesacc.edu) or Kathleen Mead at [kathleen.mead@mesacc.edu](mailto:kathleen.mead@mesacc.edu).

As the Red Mountain campus grows its Allied Health Department, it continues its 20-plus year legacy of providing the East Valley convenient, affordable, quality classes in English, science, math, history, languages, and community fitness courses. ■

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LOCAL BUSINESS

Balance is Pivotal to Quality of Life

*Submitted by Stretch Zone Longbow*

Life alerts are good, but what if you could help yourself from being prone to falling. A 2015 study by Ravi Shankar Reddy, PhD, PT and Khalid Alahmari, PhD, PT says that falls are among the leading causes of nonfatal and fatal injuries in the elderly.

Maintaining balance is very important as we age. With a more sedentary lifestyle, the higher the chance you have of losing flexibility in the lower limbs, attributing to being at risk for falling.

This study took 60 subjects between the ages of 65 to 74 years old. Subjects underwent a single limb stance test — they had to stand on one foot for 45 seconds, as well as the Berg functional test — one of the best functional balance tests in geriatrics. These tests were recorded before they began their stretching program.

The stretching treatment included enacting

hamstring, gastronomies, and hip flexor stretches. They enacted each stretch with four repetitions, alternating right and left sides, holding a duration of 30 seconds (8 times). The stretches were preceded with a warm-up period and concluded with a cool-down period.

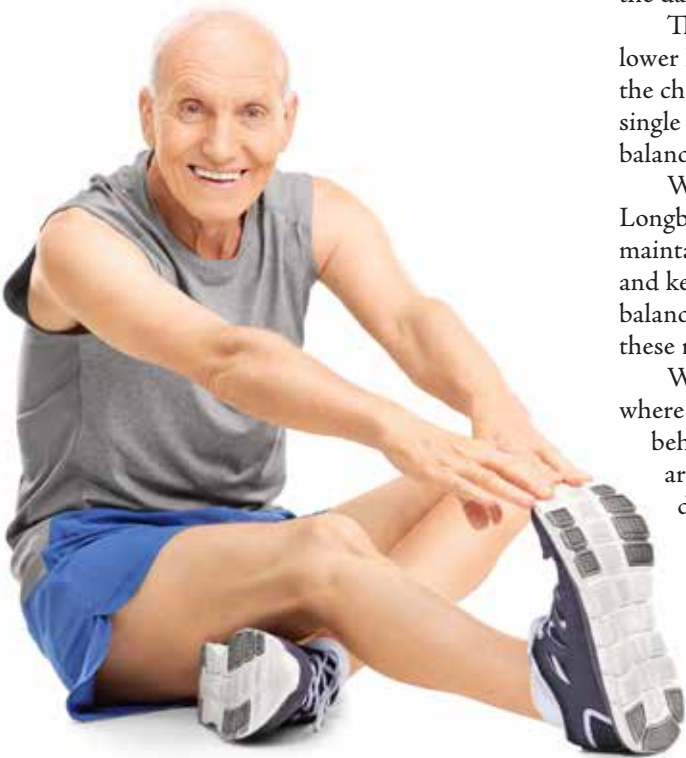
The warm-up included side-stepping to the right, walking forward 3 steps, clapping, and walking backward 3 steps, holding a chair for balance, and lifting the right knee and left knee into the air. The cool-down entailed taking a deep breath as they raised their arms above their head and then a deep breath out as they lowered them, shaking out the arms and legs, and rotating the wrists clockwise and counterclockwise.

Participants were asked to do the warm-up, stretches, and cool-downs for five-minute sessions twice daily for 10 weeks in their own homes. They were also asked to keep a weekly log sheet to note if they completed the daily stretch routine.

This study proved that the effects of stretching the lower limbs significantly improved balance and lowered the chance of falls in the future. This is known by the single limb stance time improving as well as the Berg balance score improving.

We have specific stretches here at Stretch Zone Longbow that target the lower limbs and will help you maintain the flexibility you need to keep your gait strong and keep you on your toes. Stretching improves good balance. What we do at Stretch Zone Longbow will help these results.

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Sessions at Stretch Zone Longbow are 30 minutes with the option for a 60-minute stretch session. Prices range from \$40 to \$65 per half-hour session. Stretch Zone Longbow is located at 3204 N. Recker Road, Suite 104, Mesa. You can contact them at (480) 590-1133.

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LOCAL BUSINESS

The Spin on Outdoor Ceiling Fans  
BASIC TIPS TO KEEP IN MIND BEFORE YOU BUY

Submitted by Linda Palm,  
Window to Design

An outdoor ceiling fan is a great way to help keep your patio or sunroom comfortable when the temperature rises, especially during the dog days of summer. And with styles that include everything from sleek, contemporary designs and vintage looks to tropical palm leaves, you're sure to find a fan to complement your décor.

While a style that suits your space is a definite must, you'll also need to take the following technical features into account when narrowing down your options.

measured. Blade span reaches from the tip of one fan blade to the tip of the blade directly across from it. The measure of the blade span is the diameter of the circle created when the fan blades are in motion.



- ♦ **Damp-rated versus wet-rated.** Outdoor fans with a damp rating are designed to be installed in a sheltered area, like a sunroom or screened porch. These fans can take humidity, but not direct exposure to water. Fans with a wet rating are designed to withstand direct moisture, making them ideal for an open porch or patio. (Do not use a dry-rated fan outdoors. Dry-rated fans are for indoor use only.)
- ♦ **Flush-mount versus hanging.** You'll need about 7-to-10-feet of space between the fan and the floor—so if you have a small space or one with a low profile, a flush-mount fan is probably your best option. If you have high ceilings, opt for a hanging fan with a down rod.
- ♦ **Blade span.** Blade span (or blade sweep) is how ceiling fans are

- ♦ The appropriate blade span for your space depends on the space's size. For example, a fan with a blade span of 52 to 60 inches works well for a 12 x 12 or 16 x 16 space; a larger space requires a larger blade span.
- ♦ **Air circulation.** You'll obviously want a fan that creates a decent breeze, so consider the square footage of your room and the fan's maximum number of cubic feet per minute (CFM). The higher the CFM, the more powerful the fan (an average fan generates about 4,000 CFM). ■

If you are considering home renovations or remodeling, make sure to visit Window to Design online at [windowtodesign.com](http://windowtodesign.com) to schedule a preliminary one-hour consultation, free of charge, or call Linda Palm at (480) 207-6450. Graciela Coronado can be reached directly at (480) 993-9090, or email at [sales@360designaz.com](mailto:sales@360designaz.com).

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EDUCATION

# Mesa Public Schools is Igniting a CULTURE OF LEARNING AND WELL-BEING

By Laurie Struna  
Photo by Samantha Chow

Designing schools to be places of belonging where students feel safe and supported is a top priority for Mesa Public Schools.

During the summer, school leaders focused on enhancing the district's teaching and learning programs, and ensuring that the physical, social, and emotional well-being of students are met when they returned to school this year.

Campus technology upgrades, school modernization, and collaborative spaces for learning are just a few of the new elements that will be seen throughout the district to improve the learning environment.

Mental health support for students is an integral part of school design since it has a significant impact on students which goes far beyond academic performance only. Campus support systems offer practical or emotional support to help students manage stress and anxiety.



### MENTAL HEALTH RESOURCES

Students experiencing a mental health crisis have a new way to reach out for help through the 988 Suicide & Crisis Lifeline. By calling or texting 988, the line routes callers across the United States to trained crisis counselors who can help 24 hours a day. They provide support to anyone experiencing suicidal, substance use, a mental health crisis, or any other kind of emotional distress.

Dr. Melissa Valenzuela Settle, a social-emotional learning department specialist at Mesa Public Schools, shares that the district follows best practices governed by the American School Counseling Association (ASCA) National Model to foster personal growth.

"We want our students to be able to manage their emotions and ensure that we are modeling these behaviors for our children and students," says Dr. Settle.

Dr. Settle shares that mental health is really the overall health of a student and incorporates things like making sure that students are sleeping well and eating nutritious meals, along with learning how to manage their emotions.

"Mental health is about regulating emotions," says Dr. Settle. "It's about seeing and looking at something and understanding why one is getting upset and if they can get to the real core of the issue and have the bandwidth to recognize it so they can regulate their feelings. Students need to be able to question if they are acting on emotions or facts."

### SCHOOL COUNSELORS ADDRESS NEEDS

Dr. Maria Ramirez is a behavior intervention counselor at Rhodes Junior High School, serves as a district coach for other counselors, and shares that they support students' needs in a variety of ways.

"Providing avenues for students to develop a sense of belonging and addressing the barriers that prevent students from being successful are the No. 1 things that we are doing to help our students," Dr. Ramirez said.

Along with addressing students' hierarchy of needs,



counselors engage with the community, parents, business owners, and the Mesa Police Department as part of an advisory council to ensure all stakeholders are kept abreast of school dynamics and needs. Student lessons are aligned with the Collaborative for Academic, Social and Emotional Learning (CASEL) framework and its five components, which include self-awareness, self-management, responsible decision-making, relationship skills, and social awareness.

Mesa Public Schools partners with the Arizona Adverse Childhood Experiences Consortium (AZ ACEs Consortium) to provide staff members the education they need to address the barriers and challenges that many of our students experience and also works to bridge gaps that may exist.

Students may be faced with issues that can affect their social and emotional wellness. Mesa Public Schools provides comprehensive support for students and their families, so that they may be successful academically, socially, and emotionally. In a culture of learning and well-being, students and families need to understand that it's always okay to reach out and ask for help. ■

For more information on Mesa Public Schools, visit [mpsaz.org](https://mpsaz.org).

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HEALTHOver 50

## Coming Soon: Annual Medicare Enrollment

Submitted by Tapestry Insurance

The Medicare Annual Enrollment period is from Oct. 15 to Dec. 7. This is the time to look at your current coverage and see if it is working well for you.

Last year during the Annual Enrollment period, I spent a lot of time helping people with prescription drug coverage. Did you know that drug plans can change yearly? The premiums can go up or down, the formularies can change, and even the pharmacies that are in a network can change. It is always a good idea to check and make sure you are in the best plan for your needs.

If you are interested in revisiting your prescription drug coverage, feel free to either call me or even send me an email at [jonesdvp@yahoo.com](mailto:jonesdvp@yahoo.com). We can do a comparison to see if it might be beneficial for you to consider a different plan. If you haven't checked this recently, you might be pleasantly surprised.

If you are currently on an Advantage plan, it is always a good idea to look at the new plans for next year. Just like the prescription drug plans, things change from year-to-year.

If you are not currently working with a Medicare agent, please give me a call. I would be happy to go over the plans for 2023. Also, if you are turning 65 soon or retiring, give me a call to help you navigate through your options. ■

Call Lynne Jones, a licensed salesperson, at (480) 212-2246, or email me at [jonesdvp@yahoo.com](mailto:jonesdvp@yahoo.com).



Lynne Jones

LOCAL BUSINESSOver 50

## Enjoy a fun and safe environment at Rio Salado Sportman's Club

By Jamie Killin

The Rio Salado Sportsman's Club has been offering the community a place to have fun and safely shoot for decades, with a history dating back to the 1950s, when people in the Mesa, Ariz. area worked at the mine in Superior and wanted to have a place to shoot in their down time.

"People started just shooting out in the desert, which later became the location of Rio Salado Sportsman's Club," said Executive Officer Jim Rasmussen.

Today, the not-for-profit club manages 140 acres of land known as the Utery Mountain Shooting Range. The club has more than 6,800 members, with thousands more people coming out to the range each year.



Rio Salado Sportsman's Club has a public range for both members and non-members, as well as a variety of different ranges separated based on gun type.

"Our goal as a club is to provide something for everyone – members and non-members alike," said Jim. "Everyone is welcome to come out and shoot. If you can't find something that you'd like to shoot at Rio, you're just not trying."

While the public range is open to everyone, members have added benefits such as access to additional ranges, unlimited time at the main range, discounts on spotting scope rentals, and Rio Salado Sportsman's Club merchandise. Memberships are available.

For women, there's the Desert Flower ladies community, which focuses on women instructors training female shooters. The group has its own events in addition to the club's weekly ladies day on Saturdays.

For those who want to learn more about shooting, the club also offers a variety of trainings, including gun safety classes. Even those who don't take a specific training course on safety will find safety is a top priority for everyone at the Rio Salado Sportsman's Club.

"It's safety first, fun second, and third is breaking targets," said Jim. ■

For more information on the Rio Salado Sportsman's Club, visit [www.rsscraz.com](http://www.rsscraz.com).

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